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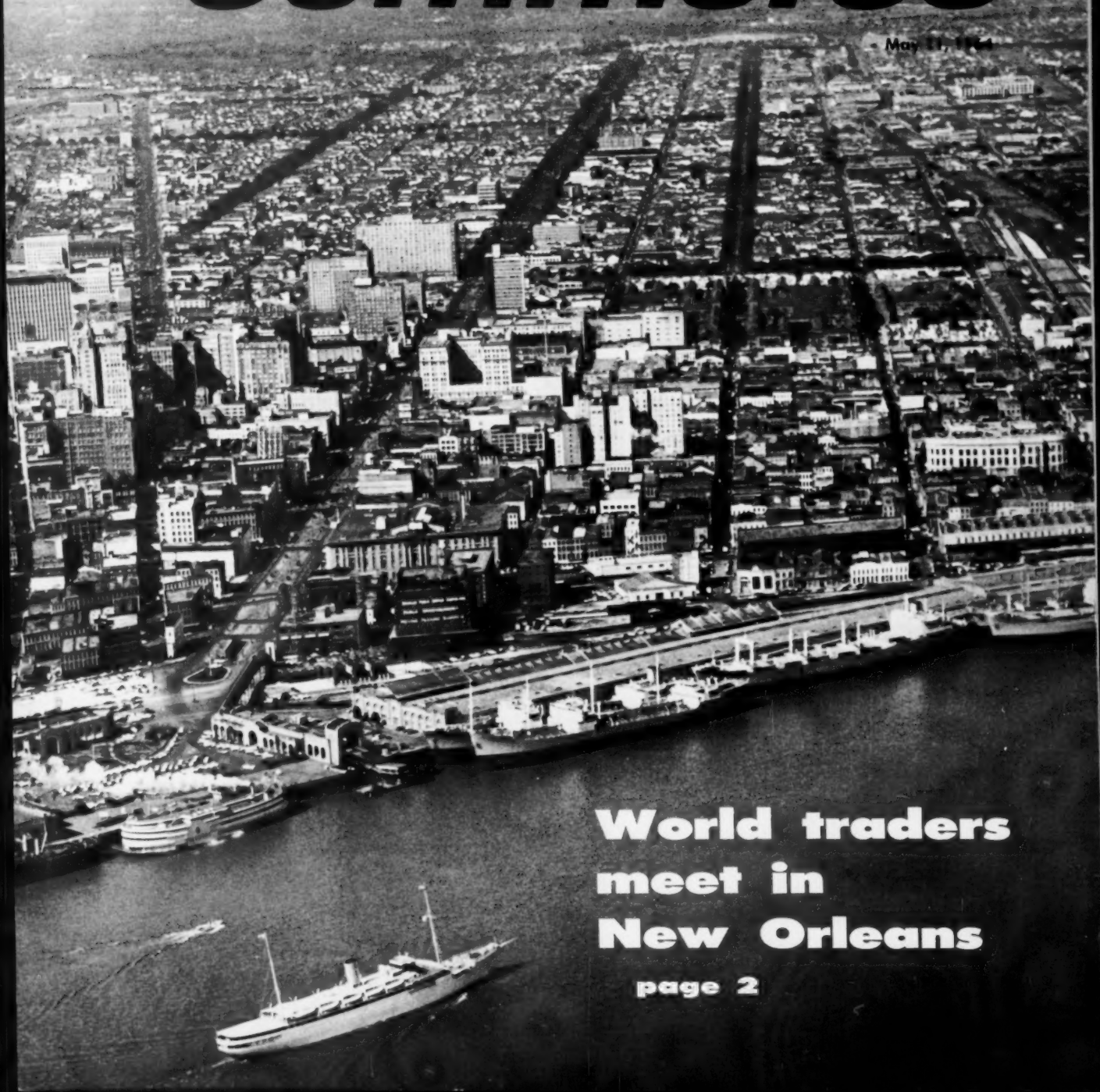

World traders meet in New Orleans

page 2

Business Bulletins *from around the world*

BELGIUM—Glidden Co., Cleveland, Ohio, and Euro Products S.A., Brussels, subsidiary of Monmouth-Lee Corp., New York, undertake joint market-development agreement for packaging, distributing Durkee food products in Western Europe. Packing, production facilities to be located in Antwerp adjacent to Euro Products instant coffee operation.

COLOMBIA—Ammonia plant may be constructed by Barranquilla. Costing about $30 million, plant will produce about 700 tons daily; owned by Cervecerias Barranquilla y Bolivar, S.A. and Bavaria, S.A. and U.S.-owned International Development and Investment Company.

FRANCE—R.S. Stockvis & Fils, Paris, to sell Allis-Chalmers roadbuilding equipment in France; furnish maintenance, repair service.

Grey Advertising, New York, and Dorland, Paris, acquire minority interests in each other.

GHANA—Government announces sales of 49% of shares of state-owned textile printing mill to Anglo-Dutch African Textiles. Plant, being built at port of Tema and expected to be in production late this year.

GREECE—New minimum wage for men per 8 hour day to be $2.13, 12% increase over previous minimum; for women, $1.67, also up 12%. All employees under private contract now receive paid annual leave up to 15 days.

INDIA—Government accepts recommendations to expedite utilization of foreign assistance made by Rao Committee. Recommendations call for more flexibility in licensing imports of capital goods, components, raw materials, speed-up in issuance of import licenses.

IRAQ—Trade agreement negotiated between Iraq, Japan. Japan to purchase 10,000 mt. of dates to offset adverse trade balance resulting from large sales of Japanese textiles to Iraq. 19 Japanese firms which supply most of textiles formed Iraq Date Importers Council to accept, dispose of dates—6,000 tons for syrup, 4,000 tons for alcohol.

KUWAIT—National Industries Co. plans to construct cement factory; tenders expected to be issued late this year. Feasibility studies undertaken with assistance of Portland Cement Co. of Helwan, U.A.R.

LEBANON—Morgan Guaranty Bank plans to open representative office in Beirut, making 6th U.S. bank with resident representative in Beirut. Three, First National City Bank of New York, Chase Manhattan Bank, Bank of America, offer banking services. Manufacturers Hanover, American Express have representative offices.

LIBERIA—Production begins at West African Explosives and Chemicals, Ltd., (EXCHEM), first plant in West Africa to produce blasting agents. EXCHEM's new type of blasting agent could reduce costs at mines by significant amount.

MALAYSIA—Singapore's Economic Development Board, aided by UN technical assistance program, local Polytechnic College various international companies, launches new 8-month intensive training program for industrial technicians.

MOROCCO—Government signs series of economic agreements with Spain to provide about $1 million to help development of Moroccan handicrafts; Morocco to be linked with Eurovision via Spain; joint Spanish-Moroccan companies formed to distribute films, agreement made to cooperate in producing, dubbing films. Discussions also held to bring about closer cooperation in areas of textiles, chemicals, pharmaceuticals, shipbuilding, mining.

NETHERLANDS—Total U.S. establishments increase to 355 by end of 1963. Americans employed by these firms numbered 703 men, 89 women.

Merck Sharp & Dome Nederland N.V. to double productivity by $966,000 expansion of Haarlem plant.

NIGERIA—New $2.7 million plant of Norspin, Ltd. opens officially in Kaduna. Owned jointly by United Africa Co., English Sewing Cotton Co., Ltd., Dunlop Rubber Co., Ltd., and Northern Nigeria Investments, Ltd., plant will operate at full capacity in early 1965 with 26,000 spindles, annual output of 5 million lb. of cotton yarn, employing 1,100 workers. Using Nigerian cotton, factory will supply yarn to thread plants, local handloom industry; tire cords, canvas to Dunlop's tire factory near Lagos.

PHILIPPINES—Year-end statistics indicate U.S. continued as leading trading partner in 1963, but U.S. share of total Philippine imports dropped from 43% in 1962 to 41% in 1963—lowest percentage share in recent history. Total recorded imports rose by 5.4% to $618 million in 1963 over 1962; total recorded exports rose by a third to $724 million. Imports from U.S. maintained $253 million level in 1962, 1963. Principal imports were machinery, transport equipment, mineral fuels and lubricants, cereals, preparations, base metals, textile yarns, fibers, fabrics.

SAUDI ARABIA—Ministry of Communication signs contract with British firm of Sir William Halcrow for planning, supervision of extensive modernization of Port of Jidda.

SOUTH AFRICA—Esso Standard, (S.A.), Pty., Ltd., recently-formed subsidiary of Standard Oil of New Jersey, purchases factory premises in Durban to blend motor, industrial lubricating oils. Plant to have initial capacity of 2 million gallons per year; will be expanded to 5 million gallons within 3 or 4 years.

SWITZERLAND—Bern Canton to spend between $80-$115 million during next 10 years on sewage plants, drainage systems. Considerable market developing in country for sewage plant machinery equipment.

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Conference news

More and more U.S. manufacturers are looking toward a new horizon —world trade. And more and more they are finding solutions to the new problems that international activities bring about, in attendance at the various world trade conferences. News of the many conferences is reported as rapidly as possible in this magazine. Dates of coming conferences will be found in advance of the meetings in the Calendar for international traders on the inside back cover. News of the New Orleans conference will be found this week on pages 2 and 3.

International Commerce

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FEATURES

2 New Orleans set for hot time in the old town in mid-May as city to be host to 19th world trade conference; exhibit ship to sail

4 Prosperous Swiss yodeling new tune, calling for U.S. businessmen to step into the chorus and sing out; retail sales drive held

7 Salesmen for power firm in Pennsylvania make the rounds in small towns and cities around Pittsburgh, extol virtues of new product

8 Owner of chemical company in Cleveland licks the throwaway habit, comes up with surprise sale of sealant compound to firm in Kuwait

9 Neil Hurley on way home from trip through the Far East, jots down several optimistic notes on board plane from Tokyo to Anchorage

14 Automobile rental company, plastic steel manufacturing firm, marine underwriters group latest organizations to win 'E' award honors

TRADE FAIRS AND CENTERS

10 Pearls and peanuts are vastly different but not to machine shown at food processing equipment exhibit at Trade Center in Tokyo

11 U.S. exporter has never-ending opportunity to sell goods abroad through use of trade fairs, centers, and development missions

WORLDWIDE BUSINESS OUTLOOK

15 UN economic commission, little-known but important, busy boosting cooperation among African states; could mean sales for U.S. firms

16 Pakistan's economy shows healthy improvement as bumper rice crop, rising exports pace growth in 4th quarter; import restrictions eased

U. S. GOVERNMENT ACTIONS

17 Experts in California to help Chilean development program under four Alliance for Progress loans; high priority given projects

FOREIGN GOVERNMENT ACTIONS

19 Residents in U.K. find it easier to buy property abroad as government eases controls; Belgium encourages imports of cattle, beef

INVESTMENT OPPORTUNITIES

20 Eleven requests for licensing rights come from Dutch businessmen as result of U.S. business information center at Utrecht Fair

WORLD TRADE OPPORTUNITIES

22 Several countries seek bids

23 Additional requests for bids

23 New trade lists

24 Leads for exporters

31 International representation

33 Visiting buyers and officials

34 Leads for importers

35 Construction projects

New Books and Reports, page 36

OUT-OF-TOWN GUESTS ARRIVE

Big week ahead

City hosts 19th world trade conference, highlighted by sailin

FRANK C. LEXA

JOHN W. CLARK

WILLIAM M. AYERS

JOSEPH G. ROLDAN

W. J. McNEIL

MARCEL J. DAMIENS

SPYROS S. SKOURAS

HECTOR R. DOMINGUEZ

There'll be a hot time in the old town of New Orleans May 11-14.

The great port city will be inundated on these dates—coinciding roughly with World Trade Week—by hundreds of delegates to the 19th Mississippi Valley World Trade Conference and thousands of spectators coming to bid "bon voyage" to the S. S. *Del Sud*, U.S. Trade Exhibit Ship sailing at 11 a.m. May 14 to South American ports. As the *Del Sud* sails, she will salute the N. S. *Savannah*, world's first nuclear-powered merchant vessel, which docks at 2:30 p.m. at the Nashville Avenue Wharf. There will be a traditional water pageant and all-ship harbor salute.

"Trade Ships Make Friendships" will be the theme of the conference in the Roosevelt Hotel, to be climaxed by a May 13 banquet addressed by Franklin D. Roosevelt, Jr., Under Secretary of Commerce. In charge of the first general session and luncheon will be business, civic and political leaders of St. Louis, chosen as the Honor City of the conference. Highlights include:

Tuesday, May 12. Panel on "St. Louis —Its Stake in World Trade," moderated by Joseph G. Roldan, president, Roldan Products Corp., St. Louis; luncheon address on "St. Louis' Relationship to New Orleans in World Trade," Aloys P. Kaufmann, president, Chamber of Commerce of Greater St. Louis and former St. Louis mayor; afternoon panel on "Challenging Aspects in Foreign Trade," moderated by Samuel Israel, Jr., president, Board of Commissioners, Port of New Orleans.

A reception with dancing will be held in the Grand Salon of the Royal Orleans Hotel, from 6 to 8 p.m., May 12, sponsored by various steamship lines.

Wednesday, May 13. Panel on "Role of Merchant Shipping in Export Expansion," moderated by Rear Admiral (Ret.) Ralph K. James, executive director, Committee of American Steamship Lines; luncheon address by Rear Admiral John Harllee, U.S.N. (Ret.), chairman, Federal Maritime Commission; tour of exhibits aboard U.S. Trade Ship S. S. *Del Sud*, Delta Steamship Lines, Poydras Street Wharf; banquet address by Under Secretary of Commerce Roosevelt.

Thursday, May 14. Delegates participate in "bon voyage" festivities for S. S. *Del Sud* at Poydras Street Wharf.

Panelists and their subjects will be:

First General Session. Hector R. Dominguez, vice president, First National Bank of St. Louis, "Programs and Cases"; Frank C. Lexa, vice president, Mercantile Trust Co. of St. Louis, "Let's Be Equipped"; Carl E. Widell, vice president-marketing, Wagner Electric Corp. of St. Louis, "Market Research—Its Results in Overseas Sales and Investments."

Second General Session. Robert R. Barkerding, Gulf vice president, Texas Transport & Terminal Co., Inc., "Considerations Affecting East-West Trade"; The Hon. Hale Boggs, Congressman from Louisiana, "Trading with Latin America"; Charles F. Boehm, director, Commercial Intelligence Division, Bureau of

FRANKLIN D. ROOSEVELT, JR.

International Commerce, U. S. Department of Commerce, "A New Look at Some Commerce Services."

Third General Session. Captain John W. Clark, president, Delta Steamship Lines, Inc., "Considerations Affecting the Role of Merchant Shipping in World Trade"; Wilfred J. McNeil, president,

in New Orleans

of U.S. trade exhibit ship and visit of N. S. 'Savannah'

Grace Line, Inc., "How Shipping Helps Develop Markets Abroad"; Spyros S. Skouras, president, Prudential Lines, "How New Shipping Techniques Benefit the Exporter."

S.S. *Del Sud*

Southbound

May 14—11 A.M.—Sail from New Orleans
May 27—7 A.M.—Arrive Rio de Janeiro
May 28—5 P.M.—Sail from Rio de Janeiro
May 29—5 A.M.—Arrive Santos

Northbound

May 30—5 P.M.—Sail from Santos
June 1—9 P.M.—Arrive Montevideo
June 3—10 P.M.—Sail from Montevideo
June 4—7 A.M.—Arrive Buenos Aires
June 20—5 A.M.—Arrive Curacao
June 20—1 P.M.—Sail from Curacao
June 25—6 A.M.—Arrive Houston
June 26—Noon—Sail from Houston
June 27—4 P.M.—Arrive New Orleans

Passengers and/or Exhibit Material may be disembarked at Houston or New Orleans at Passenger's (Exhibitor's) option.

June 6—5 P.M.—Sail from Buenos Aires
June 8—2 P.M.—Arrive Paranagua
June 9—5 P.M.—Sail from Paranagua
June 10—5 A.M. Arrive Santos
June 10—5 P.M.—Sail from Santos
June 11—5 A.M.—Arrive Rio de Janeiro
June 11—6 P.M.—Sail from Rio de Janeiro

Harry X. Kelly is chairman of the Trade Exhibit Ship Committee, Mississippi Valley World Trade Council.

Shipboard exhibits

Sixty to 70 companies will be exhibiting their manufactured merchandise on board the 17,000-ton *Del Sud* as it heads for Latin American waters, according to an announcement by Marcel J. Damiens, conference general chairman, and Captain William M. Ayers, president of the Mississippi Valley World Trade Council. Stated objective of the ship's voyage will be "to further the United States foreign trade expansion program by offering an opportunity to the people of Brazil, Argentina and Uruguay to see first-hand and learn more about the products manufactured in the mid-continent area of the United States." Ports of call include Rio de Janeiro, Santos, Montevideo, Buenos Aires, Paranagua, and the Island of Curacao. Conference delegates and their guests will tour the 494-foot-long *Del Sud* on Wednesday afternoon, May 13.

The next morning, the sleek, air-conditioned vessel—with 119 passenger berths reserved for exhibitors' representatives—will slice through Gulf waters, proceeding at 18 knots for destinations in the southern half of the hemisphere. The *Del Sud* will have a gay send-off at the Poydras Street Wharf, with conference delegates on hand.

Sponsors

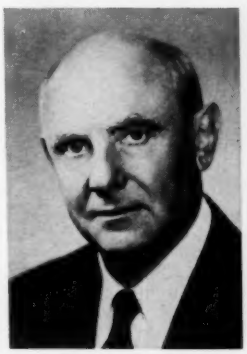
Organizations cooperating with the Mississippi Valley World Trade Council in sponsoring the conference include: Export Managers Club of New Orleans, Marcel J. Damiens, president; Board of Commissioners, Port of New Orleans, Samuel Israel, Jr., president; Chamber of Commerce of the New Orleans Area, S. L. Wright, president; International House, Henry Z. Carter, president; International Trade Mart, Lloyd J. Cobb, president; New Orleans Board of Trade, Ltd., T. R. Spedden, president; New Orleans Clearing House Association, John A. Oulliber, president; Propeller Club of New Orleans, Captain James B. Rucker, president; Traffic Club of New Orleans, U. J. Burvant, president; Louisiana-Mississippi Regional Export Expansion Council; and U.S. Department of Commerce.

RALPH K. JAMES

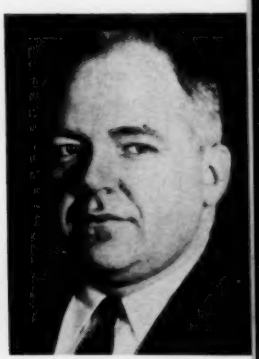
HALE BOGGS

ROBERT R. BARKERDING

CURTIS C. WALTHER



ALOYS P. KAUFMANN



CHARLES F. BOEHM

JOHN HARLLEE

CARL E. WIDELL

Switzerland sings a song

Cash registers jingle the tune while department stores promote U.S.-made goods

By JAMES ROURKE
Staff Writer

The prosperous Swiss are yodeling a new hit, "Live Like An American," and there appears to be a place in the chorus for almost any U.S. businessman who'll step up and sing out.

What's more, the success of the Swiss production—staged in leading department stores in Zurich, Geneva and Lausanne—suggests that profit awaits the United States exporter in similar shows in other cities around the world.

Specifically, "Live Like An American" was a retail sales campaign by a Swiss organization which controls 43 department stores in the land of Alps and edelweiss.

Talk, talk, talk

The organization's three major stores took part for a total of nine business weeks, during which time the Swiss consumer—housewife, man on the street and school boy—couldn't help thinking and talking about U.S. products.

Even before the event ended, store officials were calling it the biggest and most successful in their history. When it was over, they came back to the United States to order more American products—not only to satisfy their big-city customers, who exhausted the stock of some U.S. goods in the first week, but also to meet the demand they expect when they offer the merchandise in their stores in the smaller Swiss cities.

"Made in U.S.A." was a familiar label even before the campaign in the three big stores—Jelmoli in Zurich, Grand Passage in Geneva and Innovation in Lausanne.

'Special and new'

"But for this exhibit we wanted something special, something new, things our customers hadn't seen before," said Jean de Wailly, commercial director of the Geneva store.

"The main idea was to show today's America, with a glance back to the America of old," said Hans Langhard, director of the Zurich store—which is Switzerland's largest department store.

Pausing in New York during the buying trip just completed, the two men told some of the story of "Live Like An American."

Planning began in April, 1963. The business of selecting and buying merchandise started in June, reached its peak in September and October. Langhard, de Wailly and Jurg Albrecht, director of the Lausanne store—who normally do not work as buyers—took over this special job themselves.

They made headquarters in the New York offices of Kirby, Block & Co., resident buyers who last year received the President's "E" award for developing overseas markets for U.S. products (International Commerce, April 1, 1963). Vice president Henry E. Miller was their liaison with American firms. The U.S. Embassy in Bern and the Consulate in Zurich contributed co-operation, encouragement, ideas and sponsorship.

From gadgets to gears

According to Miller, the event began with a stock of United States goods worth more than $1 million at retail, and sales ran close to 100%. Stocks were purchased from more than 220 suppliers in 21 states. The range was as great as the difference between a can-opener and an outboard motor—both of which were included.

Among the most popular items, Lang-

OUT FRONT: Facade of Lausanne store is decorated with U.S. flags and cut-out of New York skyline for three-week event.

HOT DOG: In store's food department, chef serves 'sheriff' a well-known delicacy—'with everything.' The chef also offered hamburgers.

SIGHTS TO SEE: Shoppers wander among displays of U.S. goods and buy out almost all of the stocks. Color co ordinated goods were among the leaders.

hard and de Wailly said, were gadgets and furnishings for kitchen and bath; living room and dining room furniture; canned soups, peanuts and fruits, and jelly and marmalade; lingerie and winter sportswear.

A display of Bourbon whisky drew the customers, too—the United States producers dispensed free drinks. However, de Wailly said, "People in Europe generally prefer Scotch and there has not been much emphasis on Bourbon."

Of furniture, de Wailly said:

"People all over the world are tired of the new type of furniture. In the United States, you have a go-back to earlier times. The type we presented, early American, corresponds absolutely to the customer's wishes."

One of the objects of the latest trip to the United States, he said, was an immediate follow-up on the Swiss demand for this furniture.

They liked the color

Of bathroom and kitchen furnishings, Langhard said:

"We had a big success in towels, especially things with co-ordinated colors. This is a thing in which Americans are outstanding—co-ordinating all the colors. For us Europeans, it's a relevation to see what you can do. We want to intensify these purchases in America."

The two executives concurred in the only advice they had for United States businessmen:

"We have known this market for a long time and we find U.S. manufacturers are anxious to make a market with Europe. It will be very important to us to know export prices, but we can get only the same prices as for the American market."

The two said they visited a trade exhibit in New York last year and found that no exhibitor could quote export prices.

"They are quite willing to export but they are not prepared to do it," de Wailly said. "They ask, 'How do we do the shipment? What about the payment?'

"I am sure independent retailers coming from Europe without a buyer like Kirby, Block would not have many exports. It was exactly like that in Great Britain several years ago, but now they have done the right thing."

Success in three languages

Among highlights of "Live Like An American:"

Full-page newspaper advertisements (German in Zurich, French in Geneva and Lausanne), each devoted to one line of goods and variously urging the Swiss to take it easy, live it up, wake up, dream, cook, dine, eat, play, entertain and stretch "like an American."

American-style meals in store restaurants, served with a glass of ice water. (Rene Lutz, commercial officer in the Consulate in Zurich, reported, "Reaction of restaurant patrons to this touch of stark realism ranged from mild amusement to acute indigestion.")

Indian songs and dances, jazz concerts and American popular songs by performers from the U.S.

Exhibits and films from the United States Information Service and the United States Travel Service.

The event ran three weeks in each city. It was inaugurated in Zurich, started two weeks later in Geneva and a week after that in Lausanne. U.S. Ambassador W. True Davis Jr. formally opened the programs in Zurich and Geneva.

The success of the event shores up a report from James F. Amory, commercial attache in the U.S. Embassy in Bern, who said in International Commerce for March 23, 1964, "For well over four years Switzerland has enjoyed the greatest boom in its history. U.S. exporters have a golden opportunity to capitalize on the surging demand for consumer and capital goods which is pacing this boom."

In other cities

In other nations and other cities:

Officials of the Meikles Stores in Salisbury, Southern Rhodesia, are talking about a display of U.S. goods in their 30-store chain next August or September.

Spokesmen for 400 retail stores in Holland have been meeting in Amsterdam to discuss an "America Week" project for September, 1956.

Georges, a leading department store in Australia, has raised the possibility of an "American Festival" in August or September, 1965.

Executives of Spain's big department store, El Corte Ingles—which recently closed a six-week exhibit called "Shopping in Europe"—have thoughts about "Shopping in the U.S.A."

Considering the success of the Swiss department-store campaign, shipping from the U.S.A. could be a profitable venture for even more Americans.

LIVE IT UP like an American
LIGHT UP like an Amer
PLAY like an American
DREAM like an Am
Live like an American
EAT like an A
WAKE UP like an American
Live like an American

WORDS AND PICTURES: In three languages, newspaper advertisements encourage the Swiss to 'Live Like An American.' At right is a sampling of the ads.

Pickett Slide Rule found the perfect entree

Overseas trade shows are best 'calling card' for U.S. firms

A California manufacturer turns out a modern version of an old product from Europe and reports profit selling the invention back to Europeans.

The firm is the Pickett Slide Rule Co. of Santa Barbara and the product, not too surprisingly, is the slide rule.

When company officials first mulled the idea of exporting to Europe, early in 1962, "We thought it would be like carrying coals to Newcastle," president John Pickett said.

But success came when the company settled on "one particularly effective method" of doing business—"combine European buying customs with American sales and marketing aids, the like of which European manufacturers weren't providing."

'The perfect entree'

Department of Commerce export expansion programs "provided the perfect entree" into the European market, Pickett said.

"Being introduced and backed up in official U.S. trade shows is the best 'calling card' American firms can have during the initial steps on the export road," he said. "Participation in Department of Commerce exhibitions makes a good impression on European merchants."

According to encyclopedias, the slide rule never was actually invented—it just evolved. Its earliest forms were known in Europe several hundred years ago. An Englishmman came up with something akin to the modern form in 1630. The slide rule in use today evolved from one developed in France in 1859.

Making a market

"You can see why we were skeptical," Pickett said. But today:

"We are optimistic about the European market because we see similarities with America—a zooming interest in science and mathematics; a burgeoning student population, including substantial numbers of adults, and increased needs by professional and trade people.

"We are shooting for more than engineers. Accountants, production control specialists, students and others also use slide rules. The tremendous growth rate of the European business community is indicative of a corresponding growth in the slide rule market."

THE GAME'S THE SAME: The Pickett Slide Rule Co. of Santa Barbara was known by another name at the time of this exhibit at the U.S. trade center in London, but the firm's goal is the same—create a wider European market for the slide rule, a European invention. There is this word of advice from company officials: Taking part in Commerce Department export expansion programs is 'perfect' start.

The firm settled on Zurich, Switzerland, as a distribution center. Sales and advertising materials, teaching aids and manuals were translated into German, French, Dutch, Italian, Swedish and Danish. Company agents went not only to specialty distributors and stores but also to book and stationery distributors, "two areas in this traditional market generally overlooked by European slide rule manufacturers."

Sales campaigns emphasized the value of the slide rule for teaching as well as for general business use, both in technical and non-technical fields. In two years, the firm's product could be found in 2000 European retail stores. Pickett estimates the number will be 3000 by midsummer.

Pickett said his company "now grosses about $2 million a year, and the atmosphere is one of growth." His observation:

"American business leaders are in the enviable position to create a new image of our country abroad while expanding their sales and increasing their profits."

CUTTING TOOL LICENSE

A license is sought to make cutting tools for machine tools and metalworking machinery by a medium-sized manufacturer of milling and gear cutters. Hermann Leimbach KG, Praezisionswerkzeug-Fabrik, 32 Meckelstrasse, 56 Wuppertal-Barmen, Germany.

HE GOT THE MESSAGE: Newton Heston (left), of the Commerce Department's Pittsburgh Field Office displays one of the mottoes of the President's Export Expansion Drive to James Murrin of the Commerce Department (center) and R. W. Hurd, Vice President of the West Penn Power Company and director of its Operations Division. West Penn is leading its customers into exporting in order to invigorate economic activity in the area surrounding Pittsburgh, and increase its own power sales in the process.

West Penn power firm enjoys steering others to overseas sales

Guiding its customers into exporting should boost power sales; existing sales force gives built-in access to potential exporters

By ARTHUR P. McDERMOTT

Staff writer

PITTSBURGH—Salesmen for the West Penn Power Company are extolling the virtues of a new type of product as they go about their rounds in the small towns and cities surrounding Pittsburgh. "We're trying to sell our customers on the advantages of exporting," says Charles M. Fife, West Penn's Manager for Area Development.

"We're captive to a given service area, and more jobs and more people are the only way we're going to increase our business," says Fife. Since more exports mean more jobs, West Penn got into the export-promoting business.

"We have an in-built way of getting at people who haven't yet become export-conscious. Our industrial salesmen have been trained in the fundamentals of exporting, and they come into regular contact with 2,500 manufacturers in our 9,000 square mile service area."

"It's a ready-made force. We didn't have to do any new hiring. Any growth in their customer's business automatically increases the size of the account. The salesman's job is to stimulate and motivate their customers to go out and get the business. What amazes me is that no other utility ever thought of doing this."

"Members of the Regional Export Expansion Committee had originally hoped to be able to do this sort of thing, but they had to take time out from their own businesses and it was generally a one-shot thing. If they didn't interest their man in exporting right away, the effort was wasted. Should the press of business or some other reason make exporting out of the question for one of our customers at present, our salesman will be back to see him in another 6 months, and by then perhaps he'll be more favorably disposed to the whole proposition," Fife said.

"One call doesn't mean a thing," according to Fife. "We have continuous contact with these people. Our men know the man they're going to see." This makes it easier to individually tailor their presentation on exporting.

"We launched the program more like a battleship than a rowboat," Fife said. "Our kickoff meeting had TV coverage and we're issuing new releases on every conceivable subject that might interest our customers in exporting. The program gets steady publicity in all our corporate publications, both those aimed at our employees and our customers. We steer manufacturers to export training sessions of the Pittsburgh World Trade Council and furnish free copies of the various export publications."

Keep it boiling

"Our main concern now is to keep the pot boiling. It requires a different kind of thinking for a man to go into exporting," says Fife. "A few successes will make this thing go.

"We're committed to this program. It's a continuing thing. We're not just going to give it a trial run of a few years and then decide whether or not to follow through with it," according to Fife. It's an integral part of an overall program which also tries to attract new industries to the area and boost the local tourist industry.

"This area's export performance is about the same as the rest of the nation's, no better and no worse. However," says Fife, "the potential is there—even a blind man can see it. About 150-175 (out of 2,500, remember) manufacturers in our area are doing a $70 million annual export business. It looks like there's an awful lot of potential.

"One of the big drawbacks is the lack of information. Once this program gets moving we'll know who's exporting and who's not, and what products are being sold," said Fife. Then West Penn can zero in on the laggers. "You won't notice any difference overnight, but in about 5 years there should be one whale of a difference."

"This is basically an economic development drive. Everybody in the area has an interest. Doctors can pack up their bags and leave town when business gets bad; utilities can't. Our well being is irrevocably tied to our service area," according to Fife. "A customer can't buy more unless his business is stimulated."

"I never worry about selling power. If business is good, we'll do all right. If business isn't good, we've got to do something about it."

SMALL FIRM SEES LIGHT

Throwaway habit licked

It's not a long, long way from Cleveland to Kuwait, surprise sale shows

By STANLEY LICHTENSTEIN
Staff Writer

Lawrence Korach's defenses were down. He did not, as usual, throw the unsolicited inquiry into his wastepaper basket.

The inquiry came from Kuwait, half a world away, and was addressed to him as owner of the Euclid Chemical Co. of Cleveland, Ohio. In the past, Korach had automatically rejected such exotic business prospects, telling himself in each case: "That's for big outfits like General Motors, not for small firms like Euclid. We're not equipped to handle cumbersome export paperwork and meet all the headaches. Better let well enough alone."

This time, he examined the letter curiously. "Your name and address," it began, "have been obtained through the courtesy of the U.S. Consulate, Kuwait.

"We should be grateful to know whether you manufacture a white joint sealant compound of polysulphide base, similar and equivalent to Horneflex Thiokol LP-32. In the affirmative kindly send us your illustrated catalogues and technical data to enable us to study the possibility of marketing your product in our Territory.

"Looking forward to hear from you and thanking you in anticipation, we remain. . . ."

Four days later, the Euclid Chemical Co. dispatched its reply: "We are pleased to advise you that we do have a white joint sealant compound with a polysulfide base. . . ."

Fruition

What followed furnishes material for a short, sweet story—not the book-length treatise Korach would have anticipated in the days when he assumed that foreign trade meant complexity and headaches.

In a matter of weeks, the Euclid Chemical Co. found itself filling a $6,000 order from the Kuwait firm for use in the construction of eight high schools. Things would have moved even faster, but there was a momentary snag when a sample required for Kuwait government laboratory testing was destroyed, and the Cleveland firm had to ship another.

"There wasn't much to it," Korach reports happily. "We exchanged a few letters and had a meeting of the minds. The Kuwait firm opened a letter of credit in our favor. The order was insured in Kuwait. Details of such matters as bills of lading, invoices, shipping labels, packing lists, etc., were worked out for us by the freight forwarder. It was smooth sailing, and I didn't feel a bit of pain.

"Incidentally, there was business in it for another U.S. company as well as for ourselves. There was one product the Kuwait buyers wanted that we did not have, so we referred them to the right quarter."

Franchise?

This transaction, so tranquil in its course, may mark the beginning of bigger things to come. Placing its order, the Kuwait trading and contracting company inquired whether the Cleveland firm was prepared to entrust it with the exclusive Euclid franchise for Kuwait territory. "In the affirmative, kindly send us your agency agreement for a trial period of one year. . . ."

Korach was interested, but cautious. "I learned," he recalls, "only because your Field Office man was out here, that the Commerce Department publishes a trade report. For one dollar I received a very comprehensive report on the Kuwait company, which I wanted because of the proposed distributing arrangement. This is the best report I ever saw—twice as good as any commercial report I've come across." Armed with the report, Korach was able to proceed with negotiations on the franchise.

Thus another small businessman has been added to the growing roster of those who realize that overseas markets are not "just for the big fellows, like General Motors." The Euclid Chemical Co., founded in 1910, employs only 18 to 25 workers. It has no export department, and until the Kuwait order came, had limited its foreign sales almost entirely to Canada, handled through a distributor in Montreal. Now, Euclid's outlook is broader. When new leads are uncovered, through the Commerce Department and other sources, they don't go into the wastepaper basket. Not only Kuwait, but Hong Kong, Guatemala, and Lebanon have figured recently in the Cleveland firm's operations. Tomorrow, who knows?

W. Virginia Mission seeks customers, capital overseas

Ten-man group of business, labor, industrial representatives also promotes tourism for State

Every U.S. industry now selling in the domestic mass market should explore the fast-growing sales opportunities in the European Common Market, members of a West Virginia World Trade Mission were told prior to their departure April 30 for Europe.

In Washington for a 2-day briefing session, the group heard foreign trade specialists from the Commerce Department's Bureau of International Commerce say that too few U.S. businessmen realize the magnitude of the market which, within a short time, may well approach the present size of the U.S. market.

Seek customers abroad

The Mission plans to visit Italy, France, West Germany, England, Luxembourg, and Belgium, and return to the United States about May 31. In addition to seeking European customers for such West Virginia export products as coal, chemicals, basic metals, foodstuffs, and industrial machinery, the Mission will endeavor to attract foreign investment capital and promote the State's tourist industry.

West Virginia was the first State to qualify under the Commerce Department's criteria for industry-organized, Government-approved trade missions.

Members of the Mission are: Dr. Howard P. Simons, chairman, Department of Chemical Engineering, West Virginia University, Morgantown; J. P. Hamer, president, J. P. Hamer Lumber Co., Huntington; Lawrence Forbes, coal traffic manager, Norfolk & Western Railway Co., Roanoke; Bruce Rollyson, Rollyson Motors, Inc., Charleston; Homer Bussa, regional director, region 23, United Steel Workers (AFL-CIO), Wheeling; Gene Carter, president, Teamsters Union, Charleston; Verl Johnson, executive vice president, Appalachian Coals, Inc., Cincinnati; Wayne Fletcher, director of industrial development, Chesapeake & Ohio Railway Co., Huntington; and Charles J. Habig, president, Valley Trades Council, Wheeling.

J. Henry Barbour, industrial development representative of West Virginia's Commerce Dept., is Mission Director.

Desire for U.S. goods increases in Far East

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

EN ROUTE HOME—Some notes on the Far East, written aboard a plane bound from Tokyo to Anchorage:

Saigon—The United States Embassy here is simple. From an upstairs window you see tamarind trees pushing above rooftops tiled in the French fashion. Beneath the trees, Chinese sit and bargain. There seem to be more people on the ground than leaves on the branches.

Stretch a bit in your window and you see the Saigon River, battleships at the ready.

Walk in early morning on Tu-Do Boulevard. Drinking coffee at a sidewalk cafe are United States soldiers in camouflage dress, jungle boots and loaded pistols, with knives at waist. U.S. jeeps and trucks growl along the streets, loaded with rifle-toting Vietnamese.

The gentlest ladies in Asia, beautiful tiny bundles gift-wrapped in lace and chiffon, skin toned to delicate summer tint, make this town a Disneyland Far East. The fashionably dressed people on the Catinat are not participants in war—but last night a bomb exploded and 12 were killed.

Hong Kong—Visitors passing through this colony have a compulsion to refer to Americans living here as "old China hands." Harold Champeau, commercial attache in this neon-lit community that has grown seven times in 20 years without appreciable unemployment, is an "old China foot."

He has tramped the crowded banner-lined streets and alleys and walked upstairs to business offices from one end to the other. Champeau is as American as a Fourth of July speech by the Legion Commander at Central High, speaks the Mandarin dialect fluently, and now is working on Canton.

United States business in Hong Kong is tapering off like the water that trickles through the taps only four hours every fourth day. Yet America is Hong Kong's largest customer. Communist China outsells everybody, then comes England, Japan and the United States.

"Commercially, business does not enough locate representatives here," says Champeau. "The United States image is good, desire for our products surges in a middle class that is now building. Chinese like the prestige of using American products."

Tokyo—Arthur Z. Gardiner, Economic Officer of the United States Embassy, speaks:

"Our trade center can sell anything, if sales representatives will accompany exhibits. There was a man here recently exhibiting car wax. He had never travelled East of the Mississippi River, and this was his first overseas trip. He sold better than a quarter of a million dollars, because nobody ever explained to him that you had to do things differently in Japan. He just went out and sold.

"It is time we do not permit anyone to exhibit without a trained representative. The use of temporary help is as out of place as a teenager at a NASA meeting. They know nothing about the product, and care less. One lady, employed by a company, sat and crocheted the entire time."

Getting the floor amid these exuberant salesmen of things American is like interrupting a television program by talking back to the set.

Ambassador Reischauer, recovering from a recent attempted assassination, holds a luncheon each month with the American Chamber of Commerce in Japan, so both keep informed and work together. This takes the sting from uninformed criticism that embassy staffs put commercial matters to one side.

Machine tells good peanuts from bad ones, distinguishes pearls according to color

Featured at food processing equipment show in Tokyo Trade Center; Houston firm exhibits machine, draws at least one serious inquiry

Pearls and peanuts are all the same to a unique machine displayed at the April 14-May 1 food processing equipment show at the U.S. Trade Center in Tokyo.

It handles both with equal delicacy, and sorts either according to prearranged categories.

In the case of peanuts, bad ones are rejected and sound ones accepted.

Pearls, it was discovered at the Trade Center, can be sorted according to color. One major pearl producer expressed interest in the machine, which would easily be capable of color-sorting pearls at the rate of 350 per second. Further adaptations to the machine could also enable pearls to be sorted according to luster.

Additional information concerning shows scheduled for U.S. Trade Centers is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

The machine, exhibited by the Mandrell Industries, Inc., of Houston, Texas (represented in Japan by The Nissho Co., Ltd.), uses light reflected from the surface of the objects being sorted.

When the reflected light reaches a photo tube, the light signal is converted into an electrical signal by a transducer, and can then be amplified.

Gently passed along

The machine is fed the objects to be sorted, whether pearls, peanuts or similar-sized products, and these are carried to the rim of a rotating drum by centrifugal action. From there vacuum nozzles gently pick the objects up and pass them under the light source. The electronic classifying network distinguishes, in the case of the pearls, between light and dark. Information recorded on the memory system causes one category to be ejected into one receiver, and others into a different receiver, by means of a puff of air from a delicate ejector.

"The vacuum system means that the pearls pass through the machine one at a time," Mr. Hoover said. "We have successfully demonstrated that gray-black, yellow and white pearls can be sorted with a high degree of accuracy."

'Sold' sign appears at U.S. exhibition in Malian capital

42 U.S. firms display products, present animated demonstrations

The United States has hung a "sold" sign on its entire first Exhibition in Bamako, Mali, which opened only last week.

Forty-two U.S. firms are participating in the all-U.S. show, presenting animated exhibits, which demonstrate small industries that have contributed to the U.S. economy and could be adapted for use in Mali.

Important among these are a woodworking shop that is turning out small toys, a sheet metal shop fabricating sections of ducting, an automobile maintenance and repair facility operating on motor car engines, and a machine maintenance and repair shop machining parts.

The Government of Mali bought out the show following a visit by President Modibo Keita, who spent an hour at the fair on opening day.

Later in an interview for a Radio Mali reporter, he called the Exhibition a "true success."

Elaborating on this, he said "the Exhibition has great interest for Malian officials, but more important, it presents an aspect of American technology that can be perceived by average Malian citizens."

Need more information on trade fairs overseas?

It's available, unless the stories indicate otherwise, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Chemical apparatus to be demonstrated at Frankfurt show

Information center scheduled to assist participating firms

U.S. companies have been invited to participate in the Congress and Exhibition of Chemical Apparatus and Equipment—ACHEMA, to be held in Frankfurt June 19-27.

The triennial show is the major event in the field of chemical engineering in Europe. Its objectives are the exhibition of the latest equipment in chemical engineering; the exchange of information among manufacturer, designer, and user of chemical apparatus; and the promotion of equipment sales.

The 1961 exhibition attracted 20,000 members of the German Society for Chemical Apparatus, 115,000 visitors from 56 countries, and 1,374 exhibitors from 17 countries. A 10% increase in attendance is expected for this year's show.

The U.S. Consulate General in Frankfurt will maintain a Business Information Center (BIC) to assist U.S. firms in locating prospects. It will also serve as a temporary office for exhibitors with catalogs and product samples.

Participating U.S. firms are requested to submit business proposals, which are brief replies to the following questions:

- What product or services do you wish to offer or sell?
- What arrangement do you offer—agency or distributorship, licensing or joint venture?
- Do you desire to give exclusive representation?
- What type of firm is qualified to handle your product?

Prospective exhibitors may obtain Form IA-57, a registration form for U.S. firms interested in foreign trade or investment, from local Department of Commerce Field Offices.

Applicants are urged to return the completed form, 25 brochures or catalogs, the business proposal (and a 35-word summary of it) at once to the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Never-ending show open to U.S. firms who want to export

The international samples fair in Barcelona, the medical equipment show at the Trade Center in Milan, and the trade and industrial development mission to Central America have one thing in common:

They are segments of the show which never closes, the never-ending effort sponsored by the Department of Commerce to increase the sales of U.S. products in other lands. The exporter's calendar, at right, lists the dates, the cities and the nature of the scheduled activities for the rest of 1964.

Five centers

U.S. Trade Centers, located in London, Bangkok, Frankfurt, Tokyo, and Milan, are limited to specific product lines and are often closed trade shows, attracting overseas buyers, agents, wholesalers and retailers.

Commercial trade fairs are sponsored in areas that offer a good market for U.S. products. Surveys are often made before the planning of the fair to make sure that product categories displayed have a good sales potential.

Inter-agency shows are held in many parts of the world and often take place in developing or Soviet bloc countries. All exhibits must conform strictly to the theme of the U.S. exhibition.

U.S. trade missions, consisting of a few businessmen and one or two government officials, visit businessmen and associations and establish person-to-person contacts for U.S. manufacturers.

Interested in any of these activities? More information is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Export expansion dates

May 12 - 22—MILAN Trade Center—photographic equipment *

May 16 - June 1—PARIS—international trade fair (commercial)

May 26 - 29—FRANKFURT—Interstoff—clothing textiles (commercial)

May 26 - June 2—FRANKFURT Trade Center—clinical and diagnostic electronics

May 26 - June 12—TOKYO Trade Center—commercial laundry and dry cleaning equipment *

June 1 - 15—BARCELONA—international samples fair (commercial)

June 2 - 6—LONDON Trade Center—apparel fabrics *

June 5 - 14—ZURICH—6th Swiss import fair (commercial)

June 7 - 21—POZNAN—international trade fair (inter-agency)

June 16 - July 7—TEL AVIV—international trade fair (commercial)

June 20 - 28—MILAN Trade Center Americana (local)

June 22 - 27—FRANKFURT Trade center—general purpose electronic computers (local)

June 30 - July 21—ALGIERS—U.S. national exhibition (inter-agency)

July 7 - 24—TOKYO Trade Center—process control and recording equipment

July 9 - 17—LONDON Trade Center—industrial and mine safety equipment

July 18 - Aug. 22—CENTRAL AMERICA—trade and industrial development mission

Aug. 1 - Sept. 20—TOKYO Trade Center—agriculture (USDA)

Aug. 12 - 19—FRANKFURT Trade Center—industrial safety equipment

Aug. 20 - Sept. 20—IZMIR—international trade fair (inter-agency)

Aug. 24 - Sept. 4—TOKYO Trade Center—agriculture (USDA)

Aug. 25 - Sept. 20—DAMASCUS—international trade fair (inter-agency)

September - October—BANGKOK Trade Center—metal working equipment (tentative)

Sept. 1 - 11—LONDON Trade Center—heating, ventilating and air conditioning

Sept. 5 - 20—ZAGREB—international trade fair (inter-agency)

Sept. 6 - 14—MILAN Trade Center—medical equipment

Sept. 6 - 20—BRNO—international trade fair (inter-agency)

Sept. 10 - 23—BARI—Levant international trade fair (commercial)

Sept. 13 - 20—VIENNA—international fall trade fair (commercial)

Sept. 13 - 27—PLOVDIV—international fair (inter-agency)

Sept. 16 - 23—FRANKFURT Trade Center—processed and specialty foods (USDA)

Sept. 17 - 27—HELSINKI—international trade fair (commercial)

Sept. 19 - Oct. 4—BERLIN—German industries fair (commercial)

Sept. 29 - Oct. 16—TOKYO Trade Center—Sporting goods

October—YUGOSLAVIA—trade development mission (tentative)

Oct. 2 - 8—STOCKHOLM—technical fair (commercial)

Oct. 4 - 11—MILAN Trade Center—machine tools (tentative)

Oct. 5 - 16—LONDON Trade Center—food show (USDA)

Oct. 14 - 21—FRANKFURT Trade Center—training aids, educational and industrial

Oct. 25 - 29—DUSSELDORF—Igedo—fashions (commercial)

Oct. 31 - Nov. 8—MILAN Trade Center—boating accessories

November—GREECE—trade development mission (tentative)

November—DAR-ES-SALAAM—U.S. national exhibition (tentative, inter-agency)

November—MONTEVIDEO—U.S. national exhibition (may possibly be in international industries fair) (inter-agency)

November - December—BANGKOK Trade Center—building materials and hardware (tentative)

Nov. 3 - 13—LONDON Trade Center—bakery processing equipment

Nov. 7 - 15—GUATEMALA—international industrial exposition (inter-agency)

Nov. 10 - 27—TOKYO Trade Center—packaging machinery and equipment (tentative)

Nov. 11 - 18—FRANKFURT Trade Center—industrial fasteners, equipment and machinery (tentative)

Nov. 18 - Dec. 18—BANGKOK Trade Center—commercial refrigeration and air conditioning (tentative)

Dec. 1 - 8—MILAN Trade Center—commercial laundry and dry cleaning equipment

Dec. 1 - 31—COLOMBO—industrial exhibition (inter-agency)

Dec. 2 - 10—FRANKFURT Trade Center—home maintenance and repair (tentative)

Dec. 8 - 18—LONDON Trade Center electronic control devices (tentative)

* Fully booked

Electronics for medical diagnosis

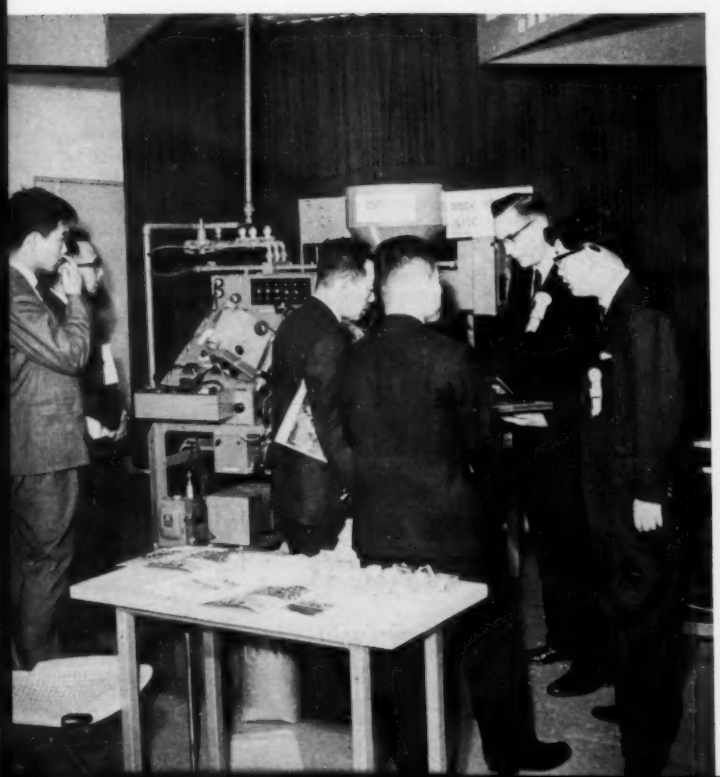
U.S. Trade Center in London

Representatives from many hospitals and leading medical bodies were among the guests at the recent opening of the exhibition of Electronics for Medical Diagnosis and Monitoring staged by the U.S. Trade Center in London. The exhibition, which closed on May 1st, featured 25 individual displays of advanced products of 41 U.S. manufacturers. Particular interest was shown in electronic diagnostic and analytic equipment for clinical laboratories and electronic systems for patient monitoring.

Electronics for food processing

U.S. Trade Center in Tokyo

The Food Processing Equipment Show at the U.S. Trade Center in Tokyo closed May 1st, after 2 weeks of careful inspection by Japanese buyers. Electronically controlled machines attracted considerable attention, especially the peanut sorter exhibited by Mandrell Industries, Inc., which can also be used to sort pearls (lower left). Lower right, Robert M. Cutlin III, vice-president and sales manager, FMC Corporation, discusses details of a sale. Top, the functions of a packaging machine are explained to visiting buyers.



Car rental firm, plastic steel concern, marine underwriters group win 'E' awards

Ceremonies take place in New York City, Boston, Washington, D.C.; organizations honored for excellence in travel, export activities

An automobile rental company, a plastic steel manufacturing firm, and a marine underwriters association are the latest to win the President's "E-for-Export" awards.

At ceremonies in New York City, Boston, and Washington, D.C., awards went to the Hertz System, Inc. (April 27), the Devcon Corp. (April 30), and the American Institute of Marine Underwriters (May 5).

Drive it yourself

The Hertz System, through various "Visit U.S.A." promotional activities, has helped stimulate an increase in auto rental reservations for cars used in the United States by foreign travelers.This has caused an increase in the dollar amount spent by them in the U.S.

A few of the promotional activities of the organization, in recent months alone, have included free distribution of tour guides published in French, German, Spanish and English; free distribution of a car window shield which identifies the motorist as a foreign visitor; and establishment of a special low 3-month car rental rate.

The Hertz System has also participated in several travel industry conferences and seminars at which new approaches to the stimulation of foreign travel in the U.S. have been developed.

Under Secretary of Commerce Franklin D. Roosevelt presented the award to Hertz System President Giles Wanamaker in the car rental firm's executive board room. An estimated 16 persons—company officials, Commerce Department representatives, and the press—attended.

Publicity far and wide

When the Devcon Corp. first developed its plastic steel products, sales in the U.S. developed rapidly. Publicity in various national magazines found their way into distant corners of the world and the export idea found its way into the office of Albert M. Creighton Jr., the firm's president.

The firm then realized that a large potential market existed throughout the world if it could establish sales people in those areas.

Creighton personally traveled to many countries and, in one case, conducted meetings before industrial and government groups in Turkey, repaired broken tractor parts and industrial machinery, and convinced these people that Devcon could help their industry and agriculture.

The president and other company officials have also traveled to South America to set up various sales outlets in several of those countries.

E. E. Schnellbacher, Assistant Director of the Bureau of International Commerce, presented the award to Creighton at the banquet of the 11th annual World Trade Day Conference in Boston. Approximately 300 members of the international trade community attended.

Correspondents corps

The American Institute of Marine Underwriters maintains a corps of 360 correspondents in all major ports of the world to assist the U.S. exporter and underwriter in obtaining additional business leads.

Other activities of the association include formation of 34 regional committees to cooperate with the Regional Export Expansion Councils; the holding of export seminars in various cities in behalf of the Foreign Credit Insurance Association; and publication of an "Exporter's Guide to Cargo Insurance."

Copies of this guide are used by numerous government agencies, banking, commercial and industrial groups as well as the Institute's member companies. They help explain, clarify, initiate or increase U.S. exports and describe use of the facilities available to the exporter.

Senator Warren G. Magnuson (D-Wash.) presented the award in his Washington, D.C. office to Thomas M. Terrey, president of the Institute. Company representatives, Commerce Department representatives and invited guests totaled approximately 15.

The "E" award program was begun in March 1962 by the late President Kennedy. Each winner receives a blue and gold citation signed in the name of the President. In addition, the chosen firm receives "E" lapel pins and blue and white pennants to fly over the plant.

Agricultural-industrial fair set for next fall in Ecuador

The U.S. Consulate General in Guayaquil, Ecuador, has recommended continued U.S. participation in the annual Agricultural-Industrial Fair there.

The 1964 event will be held for a nine-day period during the first half of October. Exact dates will be announced later.

More than 70 U.S. products were displayed and demonstrated to over 150,000 visitors at the 1963 show, held last October. The Consulate General estimated that the sale of U.S. goods increased by about $250,000 as a direct result of the fair.

Furniture market in France promising for U.S. firms

U.S. furniture manufacturers have been asked to consider participation in the International Furniture Supplies Show, scheduled in Paris Jan. 27-Feb. 1, 1965.

The U.S. Embassy in Paris, in recommending the show for U.S. firms, said the French furniture industry "should offer a sufficiently large market for U.S. supplies. Business volume in this field totals around $700 million annually, the Embassy reported.

Private company schedules exhibit at Utrecht fair

The George Little Management, Inc., 220 Fifth Ave., New York, N.Y., is organizing an American exhibit of consumer goods at the Autumn Fair to be held at Utrecht, the Netherlands, Sept. 14-22.

The firm has contracted for 10,000 square feet of exhibit space in a new wing of the main exhibit building in the center of Utrecht and is now seeking U.S. manufacturers desiring exhibit space. American companies participating in the exhibition are expected to show home furnishings, including housewares, glass, crystal, china, cutlery, handicrafts, toys, lamps, stationery, jewelry, smokers' requisites, leather goods, clocks, cleaning materials, souvenirs and gift articles.

U.S. firms will be able to show their merchandise in a coordinated display.

METAL WINDOWS

Metal and stained glass window manufacturer wants license to produce any unusual type of metal window fabricated by a U.S. company.

Write Williams & Watson, Ltd., Regent Works, Bootle, Liverpool 20, England.

ECA spadework boosts cooperation among Africans; U.S. should benefit

ECA executive invites discussions with U.S. businessmen; regional economic development broadens markets for U.S. goods

By BARBARA HUDDLESTON
Bureau of International Commerce

The little known but important United Nations Economic Commission for Africa (ECA), with headquarters in Addis Ababa, has assumed a significant role as a pan-African institution which is encouraging African states to adopt a regional approach to economic development. If such measures succeed, additional opportunities will be created for foreign private investment and a wider market established for U.S. goods and services.

Five of the more important achievements of recent months, all sponsored by the UN through ECA, are:

1. African Development Bank—A Conference of African Finance Ministers adopted an Agreement establishing the African Development Bank August 4, 1963, and the Bank will be opened as soon as 12 states have deposited ratifications and capital subscriptions total at least 65% of the $211 million authorized to date. The Bank will invest in projects relating to the economic and social development of its members, particularly projects of interest to more than one member state. The U.S. has offered to consider requests for assistance on a case-by-case basis. Membership is open to any independent African country; the site of the Bank will be decided upon at the first meeting of the Board of Directors, expected to convene by mid-1964.

2. Sub-regional Industrial Coordination Missions to West, East, Central, and North Africa—Industrial Coordination Missions visited these areas during the fall and winter of 1963 at the request of the Economic Commission at its fifth plenary session. Their visits were a first step in a program to "assist governments in promoting sub-regional cooperation in the development of industries on the basis of international specialization and in the harmonization, where appropriate, of industrial development plans through studies and field investigation."

Their reports are solid documents assessing the scale of present industrial development, specific and concrete possibilities for industrial development, and the necessity for sub-regional coordination of industrial development plans. They are available on a loan basis through Commerce Department Field Offices.

3. International River and Lake Basin Development Projects—Since its inception in 1958, the ECA has encouraged states sharing a common river or lake basin to cooperate in planning for the most efficient and economic development of their resource potential. Projects now in various stages of planning include: the Lake Chad Conference, the Niger River Convention, and the Senegal Basin Development.

4. African Telecommunications Network—In cooperation with the International Telecommunications Union, African states are working out a long-range plan for a continental telecommunications network, and ITU will work closely with ECA in implementing both the long-range plan and interim measures.

5. African Institute for Economic Development and Planning—Opened in Dakar in November 1963 with about 35 students enrolled in its first course. Its purpose is to train specialists and senior government officials in theory and techniques of economic development and planning. It will offer 3 types of courses: an introductory seminar, a regular 9-month training course, and a series of specialized courses. The permanent teaching staff will be supplemented by visiting lecturers. Initial activities have proved encouraging, both as to the caliber of the participants and the availability of financial and technical assistance.

These developments, tangible evidences of the trend toward economic cooperation in Africa, have been made possible in part because of the careful study devoted to a broad range of economic and related fields by the ECA Secretariat. The Secretariat staff, situated in Addis Ababa and now numbering approximately 115, has compiled data and broken down broad socio-economic topics into workable subjects so that African planners would have a solid foundation to build on.

A bibliography of studies available on a loan basis may be obtained on request from the Africa Division, OIRE, BIC, Washington, D.C. 20230.

The Executive Secretary of the ECA, Mr. Robert Gardiner, has also expressed an interest in discussing African economic development plans with U.S. businessmen, either by letter or in person. Address inquiries to: ECA Secretariat, Africa Hall, Post Office Box 3001, Addis Ababa, Ethiopia.

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Brazil restricts imports of 'general' category products

Brazil has taken new measures to restrict importation of "general" category products by adding various products to the list of imports now subject to a 200% prior deposit.

Among items added are barley, hops, malt, asbestos, movie film, motion pictures, many chemical products and pharmaceuticals.

The new list of commodities is estimated to cover imports valued at about $30 million (based on 1962 statistics), making the total value of imports subject to 200% prior deposit more than $100 million.

All exchange transactions covering the "general" category imports which are subject to a 200% advance deposit are required now to be negotiated exclusively with the Bank of Brazil.

For prior listing of general category items subject to 200% deposit, see INTERNATIONAL COMMERCE, Jan. 13, p. 20.

Bumper rice crop, rising exports pace Pakistan's economic growth

Import restrictions eased to allow vital raw material imports; Government continues to stress need for private foreign investors

Pakistan's economy displayed a healthy improvement during the fourth quarter of 1963. Principal gains were in agriculture, coming largely from a bumper winter rice crop in East Pakistan, which led the East Pakistan Government to request the discontinuance of PL 480 wheat shipments until June.

The continuing improvement in Pakistan's foreign exchange reserves, largely due to greater exports, was of special significance. As of December 31, 1963, foreign exchange and gold reserves stood at $281.6 million, $26.5 million above December 31, 1962. Reserves continued to grow during January 1964, reaching $295.8 million by February 7.

With larger foreign exchange reserves, the Government moved to liberalize its import restrictions to secure needed raw materials for domestic industry. The most important feature of the new import policy announced on December 31, 1963, is the provision for the importation of U.S. pig iron, tinplate, billets, and strips against U.S. loans without need of licenses. (See *International Commerce*, March 2, p22; March 9, p17.)

Letters of credit for a minimum of $10,500 may be opened for these items in accordance with AID rules.

Importation of other iron and steel items will continue on Open General License with facilities for repeat licensing upon proving the establishment of a letter of credit.

Industrial production up

The steady growth in industrial production also contributed to the improved economic climate. Most industrial sanctions approved by the Government of Pakistan early in 1963 have been taken up by private enterprise, and a large number of existing industries are planning modernization and expansion programs.

Stock prices declined after June 1963, but the majority of new issues floated during the fourth quarter were heavily oversubscribed.

In January Finance Minister Mohammed Shoaib announced that application of the new wealth tax to companies not substantially owned by the public will be postponed until 1967 to allow them to dispose of their shares and qualify for the low tax liabilities of public companies.

The Government's Department of Investment Promotion continued to stress the desire for new foreign private investment. Several U.S. firms are currently engaged in feasibility studies for possible investment in several projects, including a cement plant, a newsprint mill, the machine tool industry, and a fine paper mill; others are looking into opportunities in the machine tool, pesticide, fertilizer and dairy industries.

Two U.S. subsidiaries opened plants in Karachi during February—one a bottling plant and the other a pharmaceutical laboratory.

New World Bank aid

An agreement recently reached between Pakistan and the World Bank provides additional financing for the Indus Basin project. Tenders for the construction of 4 link canals, 3 barrages, and 2 headworks will be issued during the next 16 months. A U.S. firm was announced as the lowest bidder for the Qadirabad-Balloki Link Canal.

Work on anti-waterlogging and salinity projects financed through loans by AID and the International Development Association of the World Bank will be initiated in the Chaj Doab and the Khairpur areas. According to the West Pakistan Water and Power Development Authority, about 40% of the land which had gone out of cultivation in the Rechna Doab has been returned to production.

A deposit of high quality coal was discovered in the northern part of East Pakistan in November 1963. Press reports have stated that the size of the deposit is estimated at over 4 million tons.

Preliminary work to extend the Sui gas pipeline north to Lyallpur and Lahore was initiated, although major work still depends on approval of a $70 million World Bank loan.

Although the final outlines of the Third Five Year Plan (1965-70) will not be submitted to the National Economic Council before May or June, the level of proposed total expenditure is becoming more precise.

One of the major objects of the Plan is to bring about a 30% increase in National Income during the Plan period, while per capita income is to increase a projected 15%. During the Second Five Year Plan (1960-65) the national product has increased 4% per annum while per capita income is increasing at the rate of 2.5% per annum.

The contribution of mining and manufacturing to the national income has been considerable, increasing from 7.5% in 1949-50 to 14.7% in 1962-63.

FCIA to insure surplus food sales

Will back specific sales on a 'case-by-case' basis

The Foreign Credit Insurance Association (FCIA) has announced that it will give special consideration to the insuring of credit risks involved in selling surplus agricultural products to buyers in friendly foreign countries.

Normally, agricultural products are exported on secured or short-dated credit terms, and any of the related credit risks in such sales are insurable under FCIA's regular short-term policies. These short-term policies require that the exporter insure all or a reasonable spread of his entire export credit sales.

However, because of the special advantages that accrue to the U.S. from disposal of surplus agricultural products to overseas buyers through commercial channels, FCIA will consider applications for insurance on specific sales of surplus commodities on a case-by-case basis and without any "whole turnover" requirement. Payment terms may extend to one year, subject to an initial cash payment (normally 20%) by the buyer, with the remaining balance payable in 2 semi-annual installments, or exceptionally, one payment 12 months from delivery may be considered.

Exporters of surplus agricultural products who are interested in insuring their credits against both political and commercial credit risks or against political risks only, may secure the appropriate medium-term application forms from their own insurance agents or brokers or directly from the Foreign Credit Insurance Association at 250 Broadway, New York, N.Y., 10007.

This FCIA medium-term insurance is applicable only to surplus agricultural commodities which qualify as currently eligible for Private Trade Credit Sales Agreements under U.S. Department of Agriculture regulations.

Californians to boost Chile's development through four Alliance for Progress plans

Experts will assist, advise projects in joint program set up last year; financial support given by Agency for International Development

California experts will help Chile plan development of a major river valley, strengthen a rural extension program, prepare manpower studies and spur development planning under four Alliance for Progress agreements.

The Chilean government has given high priority to all four projects. Work is scheduled to get underway immediately. Activities will be carried out by the Chilean Government and a California mission in Chile, with financial support from the Agency for International Development.

The four agreements activate a program announced jointly last year by Governor Edmund Brown of California and the late President John F. Kennedy.

Highlights of the agreements follow:

★ *Maule River Watershed*—A group of California planners, economists and water resource specialists will work with Chile to plan balanced and integrated development of the Maule River watershed, about 120 miles south of Santiago. The work will involve studies for the multiuse development of water resources, agriculture, industry, power, education, urban development and other areas. An advisory team of about five California specialists will initiate the studies, working with a number of Chilean government and private organizations.

★ *Rural Extension*—A joint California-Chile team will pinpoint major programs and opportunities in the field of rural extension. New means by which agricultural knowledge and techniques can be brought to practical application in the rural community, including methods such as cooperatives and credit institutions will be explored. The California experts will advise on agricultural economics, cooperatives, extension organizations and small farm management.

★ *Manpower and Educational Planning*—Another California team, working with Chile's Educational Planning Commission and various manpower planning groups, will help to evaluate current planning activities and make recommendations on correlating manpower and education planning within the goals of Chile's 10-year Development Plan.

★ *Improved Planning Processes*—Chile's Bureau of the Budget and related groups will be helped in their programs to refine, strengthen and coordinate development planning and implementation processes. California experts will assist in setting up a development plan control office to monitor performance under development plans.

Gratis

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the U.S. Department of Commerce, Sales and Distribution Section, 1200 South Eads Street, Arlington, Virginia.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

India to buy cotton under Food for Peace

A further amendment to a 1962 Food for Peace agreement between the U.S. and India has been announced by the Department of Agriculture.

The amendment provides for sale of an additional $46.2 million worth (including ocean transportation costs)—about 300,000 bales—of U.S. cotton under Title I, Public Law 480. Payment will be in Indian rupees.

This amended agreement will supply cotton needed to meet a shortage resulting from increased consumption and smaller than expected production. It provides that 10% of the rupees received in payment will be set aside for U.S. uses; 85% will be made available for loans to finance economic development projects in India; and the remaining 5% will be made available for loans to U.S. and Indian private enterprise.

Sales will be by private U.S. traders. Purchase authorizations will be announced later. This amendment brings the value of Public Law 480 agreements signed with India to $2.445 million.

11 states head list in AID-financed exports

More than $2 million in orders financed under the U.S. foreign aid program have been traced to each of 11 states in the first three months of 1964, according to the Agency for International Development.

The 11 states head a list of 43 states for which $65.7 million in AID-financed production was reported during the first quarter of this year. The export figures are based on AID's letter-of-credit reporting procedure which provides a substantial early sampling and enables tracing the export sales to actual places of U.S. production.

Most procurement is financed by repayable dollar loans strictly limited to purchases from U.S. suppliers.

Two firms file complaint with Tariff Commission

Elgin National Watch Co., Elgin, Ill., and Hamilton Watch Co., Lancaster, Pa. have filed a complaint with the Tariff Commission alleging unfair methods of competition and acts in the importation and sales of watches and watch movements in the U.S.

The Commission has initiated a preliminary inquiry into the allegations of the complaint to determine whether there should be a full investigation.

A copy of the complaint is available for public inspection at the Office of the Secretary, Tariff Commission, Washington, D.C., and at the Commission's New York office.

Information pertinent to the inquiry submitted by interested persons will be considered if it is received before May 25. Such information should be sent to the Commission Secretary in Washington. A signed original and 19 true copies of each document must be filed.

Tunisia to expand electrical system with U.S. assistance

U.S. materials to be procured through AID-authorized loan; existing services to be improved

The Tunisian electrical distribution system will be expanded and improved with a $7.4 million loan authorized by the Agency for International Development.

The borrower, Societe Tunisienne de l'Electricite et du Gas (STEG), the Tunisian national power utility, is undertaking a project which will add about 700 miles of new distribution lines and 200 transformer stations to the existing electrical distribution system.

U.S. materials needed

The AID loan will finance the foreign exchange costs of U.S. materials and equipment necessary for execution of the project.

Approximately $5.9 million of the loan will be used for the procurement of U.S. materials such as wire, cable, various types of insulators, hardware, distribution transformers, switches, fuses, circuit breakers, conductor accessories and creosoted wood poles. Other non-electrical materials to be procured in the U.S. will include reinforcing steel for prestressed concrete poles, iron sections both channel angle and flat, galvanized tubing and steel cable, and paint.

The project will result in new and improved existing services for 16,646 private domestic consumers, 236 industries, 568 agricultural users, 50 public lighting plans, 12,500 consumers living in areas where electrical service is available but who are unconnected to the system, and 15,900 customers whose connections will be provided with improved services.

Bids in preparation

STEG already has engineered the project and will prepare bid invitations on the basis of U.S. specifications. The call for bids will be on a phased schedule allowing lead time for bidding, contracting, delivery and installation of the materials and equipment to be procured.

Construction work to be financed by STEG wil be undertaken primarily by eight local Tunisian contractors.

Customs Journal Available

Copies of the *International Customs Journal* (*Bulletin International des Douanes*) are now available on loan from each of the 40 Department of Commerce Field Offices.

The Journal comprises a series of individual national tariff schedules for most countries of the world, prepared by the International Customs Tariffs Bureau in Brussels and published in English and four other languages. Copies are not distributed to the public by the Bureau; the only available editions in English can be found at the Field Offices with the exception of the Santurce, P.R., office, which also has Spanish translations, for reference.

Tariff commission studies cement imports from Japan

The Tariff Commission is investigating the importation of white portland cement from Japan to ascertain whether a U.S. industry is being or is likely to be injured by such imports.

The investigation attempts to find out whether cement manufactured by Nihon Cement Co., Ltd., of Tokyo is being or is likely to be sold in the U.S. at less than fair value.

A public hearing in connection with the investigation has been ordered by the Commission. The hearing will be held at 10 a.m., May 26, at the Tariff Commission Building, Washington, D.C. Parties desiring to appear at the hearing should notify the Secretary of the Commission, in writing, at least five days in advance of the hearing date.

All parties will be given the opportunity to produce evidence and be heard at the hearing.

U.S., U.A.R. amend Food for Peace pact

A multiyear Food for Peace agreement between the U.S. and the United Arab Republic (Egypt) has been amended to provide for sale of an additional $9 million worth of U.S. agricultural commodities.

The program, which further amends a Title I, Public Law 480 agreement of October, 1962, provides for sale to the U.A.R. of the following:

Corn (approx. 3.9 million bu.), $5.5 million; butter/butter oil/ghee (approx. 4.4 million lb.), $1.5 million; cheese (approx. 2.2 million lb.), $800,000; and estimated ocean transportation costs, $1.2 million.

Austrian firm gets export denial order

An Austrian firm has been denied all U.S. export privileges indefinitely for failure to answer questions about suspected illegal reexportation of strategic electronic equipment received from the U.S.

Anna Wellems, trading as Stemege Handel mit Steuerungstechnik und Messgeraete of Vienna, was the target of a denial order issued by the Bureau of International Commerce. The order went into effect April 10.

The Bureau acted on the basis of an inquiry by the Export Control Investigations Division, which said the firm had failed to provide certain information and furnish records covering the questioned transaction. All outstanding validated export licenses in which the respondent has an interest are cancelled.

The respondent and any successors are denied the right to exercise export privileges, either directly or indirectly until the requested information and records have been furnished.

Tariff Commission probes imports of flat glass

The Tariff Commission, at the President's request, has instituted an investigation on flat glass of the kinds described in the Appendix to Tariff Schedules of the U.S.

In 1962 increased duties were imposed by Presidential proclamation upon imports of flat glass (described as "cylinder, crown, and sheet glass" in 1962), following an escape-clause investigation by the Commission under section 7 of the Trade Agreements Extension Act of 1951.

The Commission's function is to advise the President of the probable economic effect on the domestic industry concerned of reduction or termination of increased import restrictions imposed under the escape clause procedure.

A public hearing will be held June 30 at 10 a.m. in the Hearing Room, Tariff Commission Bldg., Washington, D.C. Interested parties desiring to appear and to be heard should notify the Commission Secretary, in writing, at least three days in advance of the hearing date.

United Kingdom eases property purchase controls

Exchange control regulations make purchase of property abroad easier

The United Kingdom has instituted new Exchange Control regulations to make it easier and cheaper for most residents to purchase property abroad.

Until this new regulation went into effect those wishing to purchase property abroad in other than the sterling area had to secure the foreign exchange from the separate, though unofficial, market in property dollars. These dollars, created through the sale of houses in countries outside the sterling area, have sold at a premium of 12 to 15% above the official rate.

Foreign exchange now will be available from the investment dollar market. Foreign exchange is created in this market from all sales of foreign direct investments—not just from property sales.

The impact on the investment dollar market will be affected by another change in the regulations allowing money obtained from all sales of direct investments outside the sterling area to be fed into the investment dollar market at the premium rate.

Taken together these new regulations both will increase the size of the investment dollar pool, making it cheaper and raise the effective return on sales of assets abroad since all such proceeds may now be fed into the premium investment dollar market.

Permission must still be obtained from the Bank of England, however, for any of these purchases of foreign property. Normally approval will be limited to the purchase of one property per family with a reasonable provision for furnishings.

Import duty increased

The Brazilian Government has placed a duty of 30% of the c.i.f. value on wheel tractors with engine horse power between 26.6 and 85.8, or with tractor bar power between 21.7 and 71.5. Tractors with other specifications remain duty free.

Pig iron duties increased in Italy

Italy has announced application of a $7 per ton duty on foundry pig-iron, called for under Recommendation 2-64 of the High Authority of the European Coal and Steel Community, by publication of a decree-law.

The decree-law provides for temporary application until December 31, 1965, of a duty of 5% ad valorem with a minimum collection of $7 per ton (expressed as "seven units of account") on the following products from other ECSC countries as well as third countries: "hematite pig iron, containing in weight 1.50% or less of manganese, obtained by other than the charcoal process (tariff No. ex 73.01-B-11-b); and phosphorous pig iron, containing in weight more than 1% of silicon (tariff No. 73.01-C-II)."

For more details . . .

Further information on current foreign government trade and investment regulations, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

Germany applies import duties to calendars

German customs authorities recently ruled that calendars cannot enter Germany duty-free.

Prior to this decision, customs treatment of calendars was not uniform. A large number of calendars are distributed as advertising gifts throughout Germany, to both domestic firms and foreign businesses and subsidiaries located in Germany.

Calendars of paper or pulp are entered under tariff position 49.10; imports from the U.S. and other non-members of the European Economic Community (EEC) are subject to a duty of 15.2% of the value of the calendar, and, in addition, to a 6% turnover equalization tax assessed on the duty-paid value.

Belgium encourages cattle, beef imports

The Belgian Government has announced several moves to encourage imports of cattle and beef from the U.S. and other non-EEC countries to halt rising beef prices.

A system of refunds of customs duties has been established, and special license taxes have been removed.

Cattle imported from EEC members are subject to a duty of 5.4% ad valorem, while those from non-member countries are subject to 11.1%. To offset the difference between those two rates, OCRA (the State Buying and Selling Agency for agricultural products) will make a refund of 4 cents, per kilo, live weight, on cattle from EEC members and 6 cents per kilo on imports from non-EEC suppliers (1 Belgian franc=$0.02).

A similar system is in effect for beef. The payments on beef will be 5 cents per kilo on imports from EEC members (duty: 7.2%) and 10 cents on beef from the U.S. and other countries (duty: 14.4%).

Cattle prices in Brussels recently reached 68 cents per kilo live-weight, for cattle yielding a carcass dressing 55%. This is well above the minimum import prices of 58 cents from EEC members and 61 cents from non-member countries.

Duties on wood reduced by Spain

Import duties on certain wood products, beans, flax seed and ethyl alcohol have been reduced by Spain.

The tariff numbers affected and new duty rates (with former rates in parentheses) are:

44.03-A: wooden mine props 1% (4.75%); 44.03-C: wooden poles, unimpregnated 10% (19%) and impregnated 15% (19%); 44.03-E: other rough wood 15% (20.90%); 44.04-B: wood roughly squared, other than non-tropical woods 15% (20%); 44.07-A: railroad ties of tropical woods 15% (20.90%).

Suspension of duty on imports of beans (tariff No. 07.05—B-2) has been extended until May 29, until June 10 on imports of ethyl alcohol (tariff No. 22.08-A), and until June 11 on flax seed (tariff No. 12.01-B-7).

U.S. exhibit at Utrecht Fair draws 11 license requests from Dutch businessmen

U.S. manufacturers asked for licensing rights by Netherlands firms wishing to manufacture varied products

The Business Information Center of the U.S. exhibit at the Utrecht Fair, held in March, received 11 requests for licenses to make varied U.S. products.

The request from Netherlands manufacturers are as follows:

Licensing rights sought from U.S. manufacturer for production of U.S. road building machinery, such as earth-moving, bulldozers, tractors by manufacturer of construction machinery. Machinefabriek Van Vliet N.V., 16 Energieweg, Nijmegen.

Manufacturer of telecommunication, electro-technical equipment interested in obtaining license to make electronic units for servo mechanism and silicon rectifier equipment. Nederlansche Standard Electric Maatschappij N.V., 160-162 Scheldestraat, The Hague.

License sought to make pneumatic bulk loading and transport equipment for meal, salt, feeds, pellets, sugar by manufacturer of automatic feeders, silos, farm transport equipment. Machinefabriew en Appratenbouw Rozema N.V., Oudeschoot, Fr.

Manufacturer of machines for shoe, leather, clothing industries, seeks licensing rights for production of machinery for plastics industry, industrial vacuum cleaners, conveyor systems for leather tanning industry. Firma F. van Wees & Zn., 122 Stationsstraat, Waalwijk.

Medium sized manufacturer of double glass doors, windows seeks license to make inexpensive aluminum screen doors. Isoglas N.V., 111 Brinklaan, Apeldoorn.

Manufacturer of X-ray and electronic tubes seeks license or joint venture to produce cathode ray tubes for television. N.V. Ondix International, 52-54 Joh. van Oldenbarneveltlaan, Zeist.

Manufacturer of welding equipment, sanitary products, central heating equipment wants license for production of natural gas central heating boilers. W. H. Oostendorp N.V., 1 Voor de Kijkuit, Tiel.

License wanted for manufacture of general apparatus for natural gas industry, packaging machinery for paper industry, general transport equipment, hydraulic presses. N.V. Lips, 52 Badhuisstraat, Drunen.

Manufacturer of oil tanks seeks license to make gas appliances for Dutch market. N.V. Negama, 38 Gooiberg, Bussum.

License sought for manufacture of U.S. boilers (60,000 to 160,000 btu) and burners for home, commercial applications by medium-sized manufacturer of domestic and industrial oil, gas burners. Technisch Bureau Osewoudt, N.V., 130 Weteringkade, The Hague.

Manufacturer of household gas heating appliances seeks licensing right for the production of gas heaters, baseboard heaters, Velie Gasverwaringsapparaten N.V., 19 Weerenburg, Zwanenburg.

Indian Mission aims to attract investors from U.S. Midwest

Will visit Chicago week of May 18; St. Louis, May 25-26

A high-level Indian Mission will visit Chicago during the week of May 18 and St. Louis on May 25 and 26 to seek wider participation of Midwest companies in India's rapidly expanding economy. The delegation will consist of G.L. Mehta, Chairman of the Indian Investment Centre, New Delhi, (Chicago visit only); M. Gopala Menon, Resident Director of the Centre, New York; and Chester R. Leaber, Investment Adviser to the Centre, New York.

The Indian Investment Centre is a semi-official, non-profit, service organization established in 1961 to help foreign business corporations invest in India. Its U.S. office is at 708 Third Avenue, New York City. During its first 3 years, it helped bring about 72 joint ventures, more than half of them involving equity or technical participation by U.S. companies.

The Centre invited 40 top U.S. business leaders to India in April to confer with Indian Government and business officials on how foreign private investment can contribute to India's economic growth. Sponsor for the trip was a private organization, the Business Council for International Understanding, a non-profit council of 36 major companies with international interests.

Chicago

Mr. Mehta, who was India's ambassador in Washington from 1952-58, will speak on "American Enterprise in India's Future" at a Continental Hotel luncheon on May 21 in Chicago. A panel session on "Investing and Operating in India" will precede the luncheon.

The delegation will also meet individually with Chicago area companies to discuss specific opportunities for profitable investment in India's industries. These meetings are being arranged through Thomas Miner & Associates, 135 South LaSalle Street, Chicago.

St. Louis

In St. Louis, Messrs. Menon and Leaber will participate in a luncheon panel session. They will outline the prospects for manufacturing or licensing the products of St. Louis area companies in India.

They will also meet individually with companies in the area to discuss specific joint venture proposals. Appointments are being scheduled through Alfred L. Rascher, Jr., Director, U.S. Department of Commerce, St. Louis Field Office, located at 1520 Market Street, 63103.

JOINTING MACHINES

Manufacturer of machines and tools for the production of tin containers is interested in obtaining licenses for semi-automatic and fully automatic jointing machines (clasp joint), soldering machines, liquid glueing machines, and stitching machines.

Write to Julius Klinghammer Maschinenfabrik, Hamburger Strasse 50, Braunschweig, Germany.

LICENSE REQUESTED

Manufacturer of gas cocks and valves for natural gas would like to manufacture under license gas burners, regulating equipment, and safety apparatus. Becker's Sons N.V. (Beckson), Brummen, Netherlands.

Ivory Coast notes area for investment in cosmetics market

Demand conservatively estimated by Government Planning Office

The demand for cosmetic products in the Ivory Coast is conservatively estimated by the Government's Planning Office to reach some 1,400 metric tons by 1965 and 2,000 metric tons by 1970.

This suggests local manufacture of certain cosmetic products, such as liquid perfume and specialized products, should be a profitable venture. The annual value of imports is currently averaging around $1 million.

Three local firms

At present, two local firms—one associated with a Belgian firm—are engaged in the manufacture and compounding of cosmetic products. A third local firm—associated with a British producer—reportedly is about to enter the field. Each of these firms is believed to be a potential partner for a U.S. firm manufacturing cosmetics especially suitable for the Ivory Coast market.

The Ivory Coast Planning Office, which seeks to encourage the development of private enterprise in a favorable investment climate, sets the required investment in the cosmetics industry at around $60,000 by 1965 and an additional $40,000 by 1970.

U.S. manufacturers of specialized cosmetic products desiring further information on investment should write to Ministère des Finances, des Affaires Economiques et du Plan Administration Générale du Plan, Service des Investissements Privés, B. P. 649, Abidjan, Ivory Coast.

General information on investment opportunities in the Ivory Coast may be obtained from Ivory Coast Development Office, Suite 605, 1270 Avenue of the Americas, New York, N.Y.

FIRM SEEKS LICENSE

Beverol Fabrieken N.V., Beverwijk, Netherlands seeks license to make new lubricants, anti-friction bearings, new textile finishing coatings and lubricants.

License for medicine offered by German

License for U.S. production of a vegetable laxative in powdered form is offered by a German manufacturer of proprietary medicines.

The laxative is easily soluble in water and does not produce undesirable side-effects. The active substance in the powder is a quantitatively standardized vegetable extract. The firm's recent and most advanced development is covered by patent applications in the U.S. The laxative is a leading product in its field in Germany and is carried by practically all pharmacies and drugstores.

For further information, write: Bureau of International Commerce, Office of International Investment, File 1240, Department of Commerce, Washington, D.C. 20230.

Lacquer license sought by Mexican manufacturer

A Mexican manufacturer of paints, enamels, varnishes and lacquers seeks a licensing arrangement with a U.S. firm for production of lacquers for coating pencils.

The firm is interested in obtaining technical assistance and formulas. In return it would pay royalties based on sales.

Interested U.S. firms may write to: Productos Aurolin, S.A., Poniente 150 No. 750, Mexico 16, D.F.

U.S. dairy equipment sought in Australia

A licensing arrangement is sought to make certain types of U.S. dairy equipment such as plate heat exchangers, casein production machinery, spray dryers (milk powder), continuous cheese making equipment, and evaporative condensers used in butter manufacture. Mr. J. Bunwood, Director, M. J. Marshall Pty., Ltd., 34 Herbert St., West Ryde, N.S.W., Australia.

LICENSE FOR SOAP FIRM

Soap and chemical manufacturer seeks license to make adhesives and derivative products, other than stock feeds, of grain sorghums. For further information write Campbell Bros., Ltd., Brisbane, Australia.

Pakistan firm asks U.S. participation

Joint venture sought to set up poultry industry in Karachi

A Director of a well-established export-import firm in Karachi seeks U.S. participation, either on a joint venture basis or other mutually agreeable basis, in a proposal to start a large-scale poultry industry in Pakistan.

The few individuals in Karachi operating poultry farms on a small commercial scale, are reported to be operating at good profit. Karachi, with a population of over 2 million, is dependent largely upon shipments from upcountry for its supply of poultry and eggs.

Land set aside

An area of 86 acres approximately 18 miles from the city limits of Karachi has already been acquired for this purpose on lease from the Government for a 30-year period. Adequate power supply is being installed and an open well is being sunk. Technical know-how, machinery and equipment relating to breeding, hatching, growing, and marketing on a mas-production basis are the main contributions expected of the U.S. participant.

For further information, write to Mr. Shuja-ul-Islam, Director, Willcox and Islam, Ltd., Spencer's Bldg., McLeod Rd., Karachi, Pakistan.

Licensing rights wanted by Japanese company

A Japanese company seeks licensing rights from U.S. manufacturers for special purpose trucks, and/or components, such as van trailers, trailer containers, and refrigerated cars.

Write to: Showa Aircraft Industry Co., Ltd., (Showa Hikoki Kogyo K.K.), Mitsui Bldg., Annex, 3 Nihonbashi Muromachi 3-chome, Chuoku, Tokyo, Japan.

GAS HEATING EQUIPMENT

Manufacturer is interested in receiving licensing rights for production of gas heating equipment. Holvrieka N.V., 19 Leidseweg, Utrecht, Netherlands.

Greece slates $12 million for communication needs programmed for 1964

An agency of the Greek Government, the Hellenic Telecommunications Organization, Ltd. (OTE), expects to purchase an estimated $12.6 million worth of telecommunications equipment and supplies during 1964. OTE controls and operates the telegraph and telephone system of Greece.

Purchases will be made through international calls for bids, which will be published in INTERNATIONAL COMMERCE as they are issued.

Approximate dollar amounts to be expended on some of the types of apparatus to be procured and on some of the projects to be undertaken are: $700,000 for teletypes and related equipment; $1.5 million for cables to be utilized in urban and long-distance networks; $237,000 for steel fixtures and $300,000 for PVC insulated wire for the same networks; $400,000 for telephone exchange equipment; $200,000 for telephone exchange parts; $802,000 for secondary telephone installations; $370,000 for 6 B.K. 15 KW transmitters for coastal radiotelegraphy; $800,000 for a Peloponnesus-Crete Island radio link; $670,000 for a Greece-UAR radio link; and $400,000 for a Greece-Yugoslavia radio link.

A more complete list of the OTE purchases programmed for 1964 is obtainable from the European Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. The available list is not broken down extensively by equipment categories.

Metal equipment bids sought by Viet-Nam

Central Purchasing Authority, P.O. Box H-5, Saigon, has announced tender No. 1189-31034, bid deadline May 27, for 141.6 tons of brass strip, 37.5 tons of lead coil, and 2.9 tons of aluminum sheet.

The Authority will accept a cable bid if the formal bid is airmailed at the same time. The cable must state the price and the fact that the formal bid offer has been air mailed.

Copies of the tender are available on loan to firms located in the U.S. from the Copper Division, BDSA-316, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2162.

Chemicals, equipment sought

Central Purchasing Authority, P.O. Box H-5 Saigon, Viet-Nam (Cable: MAIDICH, SAIGON) wishes to purchase reagent chemicals and laboratory equipment under tender No. 1191-31034, with closing date May 27.

A list of about 109 items is available upon request from the Chemical and Rubber Division, BDSA, Room 4424, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-2090.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse, Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 323-8011.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, Suite 201, Marcus Bldg., 9 Broad St. Phone: 722-4551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2700.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7800.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7300.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. Phone: FRanklin 7-2581.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg. 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84101, 222 S. W. Temple St. Phone: DAvis 8-2911.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave., Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

Argentina asks bids on complete seismographic data processing unit

Argentina is asking for bids on a complete seismographic data processing unit, preferably an all-transistor type, four 24-channel transistorized reflection seismographic units, 10,000 magnetic tapes to be used in the abovementioned equipment, 2,000 photographic film sheets or rolls, 2,000 reflection seismographic mobile coil receivers with electromagnetic suspension; 8 Vector-V.C.W.B. type cables, and 40,000 feet of two-conductor output cable for receivers.

Bid deadline is 12 noon, May 27. Correspondence is preferred in Spanish.

Copies of conditions and technical specifications may be obtained free of charge by requesting Public Bid No. 295 from the Argentine State Petroleum Entity, 1271 Avenue of the Americas, New York, N.Y.

SHAPE invites chair bids

An invitation to bid has been opened for a variable quantity contract for the purchase of 305 to 570 office chairs, with and without arms, according to SHAPE specifications CA-1, CT-1,CO-1, and COA-1.

U.S. firms interested in submitting bids are invited to do so prior to May 19.

Copies of the invitation to bid and SHAPE specifications are available on loan from BDSA's Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230. Please refer to: SHAPE-35/64.

5 NATO infrastructure projects in Germany open to U.S. bidders

The Federal Republic will invite international competitive bids for 5 NATO infrastructure projects.

PROJECT 1: (BMVTDG No. 68-25-20-02) "Below Grade Construction" in Lower Saxony Work on Lot I includes about 65,000 square meters of tree clearing; 25,000 meters of drainage ditches; 339,000 cubic meters of earth moving; 103,000 square meters of concrete pavement with bituminous substructure.

Work on Lot II includes about 14 000 sq. meters of tree clearing; 70,000 cubic meters of earth moving; 20,000 linear meters of drainage ditches; and 92,000 sq. meters of concrete pavement with bituminous substructure.

Deadline for filing an application and a DM50 (about $12.50) filing fee is May 20.

PROJECT 2: (BMVTDG No. 68-25-74-02-23) "Construction Of Works For Tank Storage" in Lower Saxony. Principal supplies and services required are about 4,900 cubic meters of reinforced concrete for building and tank casings; 23,000 cubic meters of earth work; 2 brickmasonry buildings (enclosed space about 200 cu. meters); sewage lines; and 800 linear meters of water supply lines, including earth works. Road construction will comprise 12,500 cubic meters of earth work; 4,700 square meters of concrete road; 3,200 square meters of water-bound macadam pavement, and 1,500 linear meters of ditches.

Deadline for filing application and filing fee of DM175 (about $42.75) payable to the appropriate German authority, is May 20.

PROJECT 3: (BMVTDG No. 68-25-74-02-24) "Machinery and Electrical Equipment for Tank Storage" in Lower Saxony involves the supply and assembly of 6 steel tanks, each with a 2,500 cubic meter capacity; 2 steel tanks, each having a capacity of 3,000 cubic meters; an underground tank according to German Specification (DIN) No. 6008; power supply installation facility; pipes for nominal pressure 16 ATUE (mostly buried).

Deadline for filing application and payment of DM200 (about $50.00) filing fee is May 21.

PROJECT 4: (BMVTDG No. 68-25-74-02-25) "Construction of High Pressure Pumping Station" in Lower Saxony calls for 1,000 cubic meters of reinforced concrete construction; 2,000 cubic meters of earth work; 1 brick masonry building with about 1,000 cubic meters enclosed space, road construction, paving, drainage ditches, earth works.

Deadline for filing application and payment of DM80 (about $20) filing fee is May 21.

PROJECT 5: (BMVTDG No. 68-25-74-02-26) "High Pressure Pumping Station" in Lower Saxony specifies the supply and assembly of pipes and fixtures (ND 100), connections for diesel pumping units provided by contracting authority; slop tanks, standby generators, regulating units and electrical installations. A filing fee of DM100 (about $25) is payable upon submission of application not later than May 21.

U.S. contractors, certified to participate in NATO infrastructure are invited to submit their applications on a specially designated

form and to make the appropriate fee payable to the executing agency. The form is available on request from BDSA's Trade Opportunities Staff (111), U.S. Department of Commerce, Washington, D.C. 20230. Copies of the Federal Republic's Notices of Intent, outlining the supplies and services required, are also available from the Staff.

U.S. firms who are not certified but desire certification are invited to submit their resume to the Staff describing the firm's experience, including a recent annual report and one completed copy of the General Services Administration's standard form 129.

Iraq needs supplies for dry cell factory

The Government of Iraq invites bids for chemicals and materials which will be used to supply and equip a factory for the production of dry cells. The Directorate of Contracts and Purchases has issued tender Nos. 64/Prod/4/8; 64/Prod/4/12, bid deadline July 5, and 64/Prod/4/2, bid deadline of July 1. The first tender calls for flax thread, boiled yarn, talc, wood charcoal, starches, rivet nails and "rubrax", the second calls for 20 items such as mercuric chloride, hydrated nickel chloride, other inorganic chemicals, ethylene diamine tetracetic acid, and electrodes (2 each—glass, calomel, platinum); and the third calls for activated pyrolusite and acetylene black.

Terms and specifications may be obtained from the Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq, against payment of ID 0.500 ($1.40) per copy. Tender documents will be sent to the U.S. free of postal charges.

Specifications and conditions of sale are also available on loan to firms located in the U.S. from the Chemical and Rubber Division, BDSA, Room 4426, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3464.

Colombia asks bids on highway reconstruction

The Ministry of Public Works invites bids on 3 highway projects of about 36 miles in Bogota.

Bid deadlines of the projects are June 4, June 11 and June 18.

The work consists of movement of dirt, construction appurtenances, placement of the base and sub-base, paving and drainage. The paving material, to be mixed in the plant, is to be asphaltic concrete mixture and laid to a thickness of 3".

The job covers reconstruction and paving of about 11 miles of the Piendamo'-Pescadore Highway; about 12 miles of the Santa Rosa-Rio Nechbi section and about 13 miles of the Buenaventura-LaDelfina Highway.

Specifications of each project will be received later from Ministerio de Obras Publicas, Carrera 7, entre Calles 12 y 13, Bogota, Colombia.

One copy of the drawings and description for each project are available for review only in Building Materials and Construction Industries Division, Room 4012, BDSA-306, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated March, unless otherwise marked.

Business Firms—Taiwan, Republic of China, April.

Dry Goods and Clothing Importers and Dealers—Republic of Panama.

Fertilizers Importers, Dealers, Manufacturers and Exporters—Tunisia.

Jewelry, Silverware, Timepiece and Giftware Importers and Dealers—Austria, April.

Photographic Supplies Dealers and Photographers—Portugal.

Tobacco and Tobacco Product Importers, Dealers and Manufacturers—Morocco, April. (No charge)

Cyprus seeks gear for Moni power station requirements

The Electricity Authority of Cyprus is inviting bids for the supply, erection commissioning and maintenance of a plant to be installed in the Moni Power Station in Cyprus. Contract D will include 3.3 kv, 150 mva, air break switchgear and contractor gear; 415 volts and 415/240 volts switchfuse gear; 240 volts and 50 volts D.C. station storage batteries; battery chargers; D.C. switchgear; and switchgear control panels.

Tenders are to be submitted to the Electricity Authority of Cyprus, P.O. Box 449, Photiou Staurou Pitta, Nicosia, Cyprus no later than June 8.

Tender documents are obtainable at the above address upon payment of $56.25 for a set of four documents. This fee will not be refunded. Tender notices are available in Room 4124, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Cement plant construction bids invited by Sudan

The General Manager of the Nile Cement Co., Ltd., at Khartoum, invites bids for construction of a complete cement plant to be located in Rabak. Construction is to include civil engineering, steel structure, lightning protection for the cement plant; and lighting equipment with accessories for some auxiliary buildings.

Bid deadline is 12 noon, June 1.

Documents including instructions, specifications, quantities and drawings may be inspected at the Nile Cement Co. Ltd., Sharia El Gamhuria No. 5—BK. 2C.W, Khartoum, Sudan or at UCB-ERI Engineering, 79, Blvd. Clovis, Brussels, Belgium.

Copies of the documents for tender which include conditions for delivery may be obtained from the above companies for nonrefundable payment of $173.00.

All submitted tenders are to be in duplicate, in English, and must be accompanied by a $3,460 deposit, to be forwarded to the General Manager, The Nile Cement Co. Ltd., P.O. Box 1502, Khartoum, Sudan.

Ceylon asks bids for design, construction of apartments

The Government of Ceylon's Department of National Housing is inviting bids from civil engineers and building contractors for the design and construction of 5,000 low-cost apartments in Colombo and its suburbs.

Bids should be submitted by June 16 to the Chairman, Tender Board, Ministry of Health and Housing, Secretariat Building, Colombo 1, Ceylon.

The 5,000 multi-storied apartment plans and sites include: 1,000 on 18¼ acres of flat land at Anderson Golf Links in Colombo for the upper middle class; for the lower income group, 1,500 to be built on 25 acres of sloping land in Rajagiriya; 2,500 on 90 acres of flat land in Ratmalaua, also for the lower income group of people.

Copies of the tender, specifications and drawings can be obtained on written application from the Ceylon Embassy, 2148 Wyoming Ave., NW., Washington, D.C. 20008. One copy is available for review only at the Building Materials and Construction Industries Division, Room 4012, BDSA-306, U.S. Department of Commerce. Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Mozambique changes deadline

The Mozambique Administration of Harbors, Railways & Transport Service has extended the bid deadline on its tender for a refrigeration plant in the Port of Beira from May 20 to June 29, and has extended the expected completion date of construction and equipment from June 1, 1965 to September 1, 1965 (INTERNATIONAL COMMERCE, April 6, p. 43).

Cardboard, various tapes bids asked for Iranian monopoly

The Iranian Tobacco Monopoly, Tehran, Iran has issued a tender with a bid deadline of July 4 for 5,900 bobbins of colored tape (red, blue, and gold), 13,000 bobbins of white tape, and 1,250 reels of cardboard to be used in cigarette manufacture and packaging.

Copies of the tender and samples are available on a short term loan basis to firms located in the U.S. from the Forest Products Division, BDSA-303, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3003.

Construction bids asked for oil jetty by Indian commissioners

The Commissioners for the Port of Calcutta are inviting bids on construction of an oil jetty including the shore arm, jetty head, dolphins, walkways and associated facilities. The site is about 55 miles from Calcutta on the west bank of the Hooghly River and about 3 miles northwest of the Haldia River confluence.

Bid deadline is June 9.

Tender documents in 3 volumes and drawings comprise the set. Copies are obtainable on nonrefundable payment of $42.00 from the Financial Adviser & Chief Accounts Officer of the Commissioners for the Port of Calcutta, 15 Strand Rd., Calcutta 1, India, or from Rendel, Palmer & Tritton, 125 Victoria St., Westminister, London, S.W.I., consulting engineers to the Commissioners. Charges for air mailing the documents from India are about $16.

Copies of Vols. I, II and III of the tender documents are available for review only at the Building Materials & Construction Industries Division, Room 4012, BDSA-306, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Fertilizer plant bids requested by Senegal

The Societe Industrielle D'Engrais au Senegal (S.I.E.S.) is calling for bids which will close July 1 to build a complete fertilizer plant, capacity 100,000 tons annually, at M'Bao near Dakar.

There are eight sections to the bids: Sulphuric acid shop; phosphoric acid shop; triple phosphate and calcium phosphate shop; amonization/granulation shop; turbo-alternator group; storehouse for solid primary materials; water decanting and storage facilities for ammonia; and storehouse with packing and loading facilities for finished fertilizer.

Project description can be obtained for $100 and $50 for additional copies from S.I.E.S., 2 Ave. Carde, Dakar, or from S.I.E.S., 88 Ave. Kleber (16e), Paris. Cable address: SENEFOS CARDE or SENEFOS PARIS.

Greece needs EDP system

The Procurement Committee of the Agricultural Insurance Organization (OGA), 48 Athinas & 20 Sephocleous Streets, Athens, Greece, requests bids for supply or lease of an electronic data processing system consisting of a computer, punch card machines, magnetic tapes, and other peripheral equipment, with an estimated value of $700,000.

Bid deadline is July 15.

In event of award to a U.S. firm, procurement may be charged against A.I.D. loan.

Copy of the tender and specifications are available for loan to firms located in the U.S. from the SPBE Division, BDSA-311, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4379.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

ITALY—Vegetable seeds, barley seed for growing barley. Consemalmo, Via Matteotti 3, Bari. WTD 4/17/64.

012 Fruit, Tree Nut Farms

AUSTRALIA—Small, medium, large pecan kernels in bulk 25-35 lb. cartons. Quotes to be based on initial order for 10 tons followed by 30 to 40 tons; cif Sydney including 3% brokerage fee. W. K. King (importer), 23 Macquarie Place, Sydney, N.S.W.

121 Bituminous Coal

● **GREECE**—Gas coal, 5,000 m.t., class "A"; 5,000 m.t., class "B"; 1,300 m.t. for production of metallurgical and other coke, value about $226,000. Tender No. B/247, bid deadline May 18. State Purchases Directorate "B", 50 Socratous St., 4th Fl., Athens.★ (Telephone: 202-WO 7-2421).

195 Small Arms

ENGLAND—Pistols, rifles, accessory shooting goods. Agency and direct purchase. Keith Perks (manufacturer, importer, wholesaler, retailer, sales agent), Beech Grove St., Austell, Cornwall. WTD 4/2/64.

201 Meat Products

ITALY—Meat: beef, pork. Direct purchase and agency. Rag. Bruno Mattei (agent), Via Gassendi 16, Milan. WTD 11/26/63.

LIBYA—All kinds of canned meat; frozen meat, chicken, turkey; requests catalogs and price quotations c.i.f. Benghazi. Ghibli Market (importer, retailer), P.O. Box 270, Benghazi. WTD 4/16/64.

SYRIA—Canned chicken meat. Direct purchase and agency. Toufic Bonja (importer, commission agent), P.O. Box 1278, Minshieh Street, Aleppo.

202 Dairy Products

ITALY—Butter, cheese. Direct purchase and agency. Rag. Bruno Mattei, Via Gassendi 16, Milan. WTD 11/26/63.

All kinds of dairy products: butter, cheese, milk, yogurt. Direct purchase and agency. A.R.A., Azienda Rappresentanze Alimentari, 75 Viale di Villa Pamfili, Rome.

Spray powdered milk. Molini, Pastificio Mangimificio Fratelli Petrini, S.p.A., Bastia Umbra (Perugia).

SOUTH AFRICA—5 tons skimmed milk powder: "spray and roller" process; requests details of moisture and fat content, solubility, packaging, delivery time, price cif Lourenco Marques, Portuguese East Africa; also price proportion reduction for consignments of 8, 10, 15, 20 tons. Groninger & Co. Pty. Ltd. (importing distributor), P.O. Box 1821, Cape Town.

203 Canning, Preserving Foods

ENGLAND—Seafoods, all crustacea, Young's (Seafoods) Ltd. (importer), Anchor House, Elizabeth St., London, S.W.1. WTD 3/16/64.

GERMANY—Frozen natural orange juice, minimum lots 20 tons. Arno W. Schwarz & Co. (importer), Burchardstrasse 1, Hamburg 1.

ITALY—Animal, vegetable preserves; pre-

served fish; pre-packaged dried fruits. Direct purchase and agency. A.R.A., Azienda Rappresentanze Alimentari, 75 Viale di Villa Pamfili, Rome.

LIBYA—Canned fruit, vegetable, jam, jellies; frozen fruit, vegetable, seafood products. Importer, retailer requests descriptive catalogs, price quotations c.i.f. Benghazi. Ghibli Market, P.O. Box 270, Benghazi. WTD 4/16/64.

SPAIN—Sliced canned pineapple not yet represented in Spain, direct purchase and/or agency. Saccone & Speed (Iberia), S.A. (importer, wholesaler, agent), Avda. Generalísimo 66, Madrid (16). WTD 8/26/63.

SYRIA—Canned pineapple juice, slices. Direct purchase and agency. Toufic Bonja (importer, commission agent), P.O. Box 1278, Minshieh Quarter, Aleppo.

204 Grain Mill Products

ITALY—Soft and hard wheat, corn, barley, oats. Molini, Pastificio Mangimificio Fratelli Petrini, S.p.A., Bastia Umbra (Perugia).

205 Bakery Products

LIBYA—Pancake, cake, waffle mix; importer, retailer requests descriptive catalogs, price quotation c.i.f. Benghazi. Ghibli Market, P.O. Box 270, Benghazi. WTD 4/16/64.

207 Confectionery

ENGLAND—Cocoa, chocolate confections, wide variety. Agency and direct purchase. A. Prescott & Co. Ltd. (importer, commission merchant, sales agent), Regent House, 30 Cannon Street, Manchester 4, Lancs. WTD 4/10/64.

209 Food Preparations

ITALY—Fish meal; meat meal. Molini, Pastificio Mangimificio Fratelli Petrini, S.p.A., Bastia Umbra (Perugia).

JAPAN—Compact or condensed food like "Space Food", in powder, liquid, or tablet form. Direct purchase and agency. Tanemura & Co., Ltd. (importer, wholesaler), Toranomon Jitsugyo-Kaikan Bldg., 8 Shiba Toranomon, Minato-ku. WTD 2/20/64.

SYRIA—General line of instant coffee, tea balls. Direct purchase and agency. Toufic Bonja (importer, commission agent), P.O. Box 1278, Minshieh Quarter, Aleppo.

213 Tobacco, Snuff

PAKISTAN—Smokers requisites. Direct purchase and agency. Fazal Din & Sons (manufacturer's agent and importing distributors), 53 The Mall, Lahore. WTD 4/9/64.

220 Textile Mill Products

ENGLAND—Non-woven cleaning cloths, washed cleaning rags. Novatex Ltd. (manufacturer, importer), 136/142 Lower Clapton Rd., London, E.5. WTD 3/23/64.

PHILIPPINES—Textiles, remnants. Pablo M. Sarangaya (importer, wholesaler), 984 Ylaya, P.O. Box 1604, Manila. WTD 3/21/64.

SWEDEN—High, medium-priced lace, organza, chiffon, other fabrics suitable for manufacture of finer dresses, formal gowns. Ekdahls Konfektions AB (manufacturer), Box 2070, Halmstad 2. WTD 4/16/64.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Cotton fabric suitable for manufacturing gloves, 5,000-10,000 yds. in 3-6 monthly shipments. A sample of the type material desired is available on loan from Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. Protector Pty. Ltd., 1-17 Buckingham St., Sydney, N.S.W.

NETHERLANDS—Cotton fabrics: fancy cottons, yarn dyed, plain, fair average quality, not too thin. Direct purchase and agency. Agentuur -en Commissiehandel D. Holtland (agency), 5 Duindoornlaan, Haarlem.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

NIGERIA—Nylon, other synthetic textile fabrics; importer, wholesaler, retailer requests replies from manufacturers only, price quotations cif Lagos. Intra Imports (Nigeria) Ltd., 18, Obun-Eko St., P.O. Box 712, Lagos. WTD 11/5/63.

225 Knitting Mills, Products

FRANCE—Full fashioned hosiery for women, misses; other knitted goods; lingerie, textiles, for sale by mail orders through catalogues. Direct purchase and agency; requests replies in French. Bonneterie du Sentier (importer, dealer), 257 rue Saint-Denis, Paris (2). WTD 9/28/61.

GIBRALTAR—Men's hose; shirts, knitted, sport. Direct purchase and agency. World Traders Ltd., (importer, exporter, retailer), P.O. Box 224, Gibraltar.

Men's, women's hosiery, sweaters, knit shirts, sport shirts. Pohoomull Brothers (Europe) (importer, exporter, wholesaler, retailer), 101-103 Main St. WTD 10/17/63.

229 Textile Goods

SOUTH AFRICA—Cotton, fibre waste, suitable for yarn spinning. Union Textile Mills Ltd. (manufacturer), P.O. Box 309, Cape Town. WTD 4/8/64.

SYRIA—General line of synthetic fiber tops, noils. Direct purchase on commission basis. Sa'adallah Sabbagh (importer, commission agent), P.O. Box 975, Majidieh, Aleppo.

232 Men's, Youths', Boys' Furnishings

GIBRALTAR—Men's work shirts. Pohoomull Brothers (Europe) (importer, exporter, retailer, wholesaler), 101-103 Main St. WTD 10/17/63.

Men's dress shirts; direct purchase and agency. World Traders Ltd. (importer, exporter, retailer), P.O. Box 224.

234 Women's, Misses', Children's Under Garments

FRANCE—Knitted goods, lingerie, textiles to be sold by mail (ordered through catalogues). Direct purchase and agency; requests replies in French. Bonneterie du Sentier (importer, dealer), 257 rue Saint-Denis, Paris (2). WTD 9/28/61.

GIBRALTAR—All kinds of under garments for women. Pohoomull Brothers (Europe) (importer, exporter, retailer, wholesaler), 101-103 Main St. WTD 10/17/63.

236 Girls', Children's Outerwear

GIBRALTAR—Shirts for girl's. Pohomull Brothers (Europe) (importer, exporter, wholesaler, retailer), 101-103 Main St. WTD 10/17/63.

238 Apparel, Accessories

GIBRALTAR—Woven dress gloves. Pohoomull Brothers (Europe) (importer, exporter, wholesaler, retailer), 101-103 Main St. WTD 10/17/63.

249 Wood Products

NETHERLANDS—Coat hangers, made of wood, either for mass distribution or production under license. Especially new designs. Requests replies from manufacturers only. N. V. Brima (manufacturer, importer, exporter, wholesaler), 41 Vriezenveenseweg, Vroomshoop.

259 Furniture, Fixtures

GERMANY—Blinds, venetian, all kinds; replies from manufacturers only, cif Bremen. Ehage-Jalousie-Fabrik, Erich Hinnenberg K. G. (manufacturer, importer), Prof. Sudhoff-Str. 11-15, Hochdahl bei Düsseldorf. WTD 4/6/64.

262 Paper Mills

FRANCE—Paper, all kinds. Direct purchase and agency. Pepeteries de Ruysscher, S.A. (importer, exporter, wholesaler, manufacturer), 3/9 rue Cambronne, Paris 15. WTD 3/25/64.

GERMANY—Drawing paper of all kinds; importing distributor requests replies in German from U.S. manufacturers only with price quotations cif Rotterdam. Heinrich Raaff, 32 Moltkestrasse, 5 Koeln. WTD 4/9/64.

● **GREECE**—6,500 reams, 500 sheets each, bank-post-mat paper for printing lottery tickets; 61x81 cm., 75 grams per sq. meter. Tender No. B/223, bid deadline June 8. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-3003).

● **IRAN**—275 tons white paper on bobbins: 25 tons coarse, 613 mm. wide, 90 grams per sq. meter; 100 tons smooth, 326 mm. wide, 90 grams per sq. meter; 100 tons smooth, 244 mm. wide, 90 grams per sq. meter; 50 tons smooth, 295 mm. wide, 100 grams per sq. meter. Bid deadline July 11. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3003).

ITALY—Paper rolls for manufacture of paper bags. Sacchettificio Luigi Lissoni (manufacturer), Via Garibaldi 237, Desio (Milan). WTD 1/22/64.

263 Paperboard Mills

FRANCE—Cardboard, all kinds. Papeteries de Ruysscher, S.A., 3/9 rue Cambronne, Paris 15. WTD 3/25/64.

264 Converted Paper, Paperboard Products

GERMANY—Paper base gummed tape; importing distributor requests replies in German from manufacturers only with cif price quotations Rotterdam. Heinrich Raaff, 32 Moltkestrasse, 5 Koeln. WTD 4/9/64.

SOUTH AFRICA—Wallpaper: unpasted, pre-pasted; washable, others; standard widths; modern, period designs; requests replies from manufacturers only. Direct purchase and agency. Altman Bros. Pty. Ltd. (importing distributor), 59-63 Sir Lowry Rd., Cape Town. WTD 3/17/64.

Wallpaper: unpasted, pre-pasted; washable, others; in rolls 14 yd. long, standard widths; modern, period designs; requests replies from manufacturers only. Vadas Pty. Ltd. (importing distributor), 62 Strand St., Cape Town.

265 Paperboard Containers, Boxes

AUSTRIA—Food trays of paperboard for packaging meat, meat products. Direct purchase and agency. Franz Zimmermann, Import- und Export GesmbH (manufacturer, importer, wholesaler, agent), Hietzinger Hauptstrasse 20, Vienna XIII.

275 Commercial Printing

ENGLAND—Coatings, presensitized, for lithographic plates. Agency and direct purchase. City-Gate Inks Ltd. (manufacturer), 63 White Lion St., Islington High St., London, N.1. WTD 3/16/64.

281 Industrial Chemicals

AUSTRALIA—100 ton lots and over of silicon used in production of nonferrous metals, alloys. L. W. Farrar, Executive Director, Nonferrous Metal Manufacturers' Assoc. of Australia, 119 York St., Sydney.

● **CHILE**—Caustic soda, solid, 98-99% 25,000 kgs. in original drums. Bidder must be legally represented in Chile. Bid deadline May 18, Tender No. 1-11/64. Servicio Nacional de Salud, Ave. Matta 644, Santiago.★ (Telephone: 202-WOrth 7-3465).

ECUADOR—Pigments for polyester-resin button production. Illustrated literature requested; cif Guayaquil; requests replies in Spanish. Fábrica de Botones S.A. (Jacobo Pienknagura O.) (manufacturer), Calle El Vergel No. 177 esq. Calle Montufar. WTD 4/14/64.

FRANCE—Filtering additives for food industries; requests replies in French. Direct purchase and agency. S. A. Emaco (importer, dealer), 4 rue Danton, Levallois (Seine).

GERMANY—Polymers (raw material) direct purchase, replies from manufacturers only, price quotations cif European ports. Koelnische Gummifaeden-Fabrik vormals Ferd. Kohlstadt & Co. (manufacturer), 127 Deutz-Muelheimer-Str., 5 Koeln-Deutz. WTD 4/13/64.

● **IRAN**—Ammonium nitrate (34.5% min. N), 180 m. tons. Bid deadline June 8. Original of offer to be sent to Edareh Taslihate Artesh, Daereheh Kontrole Tolid Va tadarokat, Khiabane Jaleh (Armament Dept. of the Imperial Iranian Army), Tehran, Iran. Copy of offer should be mailed to: Bazrasi Kole Setade Bozorg Arteshtaran, Charrahe Ghasr (Inspection Dept. of the General Staff of the Iranian Army), Tehran.★ (Telephone: 202-WO 7-2008).

● **IRAQ**—Ammonium chloride (NH_4Cl), commercial 1st grade, containing not less than 99.5% NH_4Cl, moisture content of not more than 1%, white in color, 4,000 kilograms; calcium chloride ($CaCl_2$), "pure" and pure analysis, contents not less than 74% $CaCl_2$, 4,000 kilograms; zinc chloride ($ZnCl_2$), hard type, contents not less than 96% $ZnCl_2$, not more than 0.6% Fe, 2,000 kilograms, for Ministry of Defense dry cell battery factory. Tender No. 964/Prod/4/3, bid deadline July 1; quote f.o.b. Basrah or c&f Basrah or Baghdad, in dollars or pounds sterling. The Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WOrth 7-3468).

● 2,000 kg. of polyvinyl chloride tubes for dry cell production. Tender No. 64/Prod/4/4, bid deadline July 1. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Terms and specifications may be obtained from the Directorate for ID 0.500 ($1.40) per copy.

NORWAY—Phtalic and maleic anhydride, toluol, xylol, other chemicals for paint industry. Requests replies from manufacturers only. Direct purchase and agency. Jern & Kjemikalier A/S (importing wholesaler, mfr's. agent), 15 Skippergaten, Oslo. WTD 4/8/64.

PAKISTAN—Chemicals; laboratory chemicals. Direct purchase and agency. Fazal Din & Sons (manufacturer's agent, importing distributors), 53 The Mall, Lahore. WTD 4/9/64.

VENEZUELA—Raw materials for pharmaceuticals. Direct purchase and agency. Requests replies in Spanish. Midway, C.A., Apartado 5348 Este, Caracas, 3a Transversal Los Ruices, Edificio Canada, Entrada Este, 4° Piso, Caracas. WTD 4/1/64.

282 Synthetic Materials

ECUADOR—Polyester resins for button manufacture. Indicate color range. Catalog requested; cif Guayaquil; requests replies in Spanish. Fábrica de Botones S.A. (Jacobo Pienknagura O.) (manufacturer), Calle El Vergel No. 177 esq. Calle Montufar. WTD 4/14/64.

FRANCE—Dacron fabrics for manufacture of men's suits. J. M. Roger (importer, dealer), 7 rue J. L. Forain, Paris 17e.

MOROCCO—Polyethylene, polyvinyl chloride for plastic metal and wood coating (building, general purposes). Quotations Casablanca. Monoplast (metal coating shop), 16 rue des Martigues, Ain Diab, Casablanca.

NORWAY—Man-made fibers for textile industry. Requests replies for manufacturers only. Eivind Borg, Mollergaten 24, Oslo.

Auxiliary chemicals for the plastic goods manufacturing industry. Jern & Kjemikalier A/S, 15 Skippergaten, Oslo. WTD 4/8/64.

SYRIA—General line of staple rayon. Direct purchase on commission basis. Sa'adallah Sabbagh, P.O. Box 975, Majidieh, Aleppo.

283 Drugs

ITALY—Pharmaceutical preparations in aerosol containers. Del Bono Aerosol (manufacturer), Zibido San Giacomo, (Milan). WTD 8/29/63.

PAKISTAN—Pharmaceuticals, drugs, other medicines. Direct purchase and agency. Fazal Din & Sons (manufacturer's agent and importing distributors), 53 The Mall, Lahore. WTD 4/9/64.

SOUTH AFRICA—Raw materials for use in medicines, also all types of medical supplies; requests replies from manufacturers only. Bay Manufacturing Chemists Pty. Ltd. (manufacturer, distributor), 88 Church St., Cape Town. WTD 4/10/64.

TRINIDAD, W.I.—Patent, proprietary medicines; importers, wholesalers, retailers, agents requests replies from U.S. agents. Direct purchase and agency. W. C. Ross & Co., Ltd., 27 Frederick St., Port of Spain.

284 Soap, Detergents, Cleaning Preparations, Cosmetics, Perfumes

ITALY—Household chemicals (aerosol types); automobile chemicals (aerosol types); rust repellents, glass cleaners, defrosters. Del Bono Aerosol (manufacturer), Zibido San Giacomo, (Milan). WTD 8/29/63.

PAKISTAN—Soap; toilet, floral water; colognes; perfumes; face powder; other toiletries. Direct purchase and agency. Fazal Din & Sons (manufacturer's agent and importing distributors), 53 The Mall, Lahore. WTD 4/9/64.

MOROCCO—Household maintenance products, drugs, sundries; preferably of new types. Direct purchase and exclusive agency. Quotations Casablanca. Prochiphar, manufacturers' agent), 18 rue Serrato, Casablanca.

SYRIA—General line of tooth paste, shaving creams. Direct purchase and agency. Toufic Bonja, P.O. Box 1278, Minshieh Quarter, Aleppo.

TRINIDAD, W.I.—Comprehensive, competitive range of detergents, sanitizers, odor counteractants, disinfectants for hospital, industrial and heavy duty use, i.e., hotels, factories, restaurants; importers, wholesalers, agents requests replies from agents, suppliers. Alstons Ltd., 69 Independence Square, Port of Spain.

285 Paints, Varnishes, Lacquers, Enamels

NETHERLANDS ANTILLES—Durable traffic paint for road marking. Dept. of Public Works, Curacao.

287 Agricultural Chemicals

GUATEMALA—Fertilizers complete and simple mixtures; fungicides: copper containing preparations; lead arsenate; insecticides: systemic type; coffee growers association requests replies in Spanish. Asociación Nacional del-Café, 7a. Ave. 10-36, Zona 1, Edificio "La Continental," Guatemala City.

MOROCCO—Fertilizers, agricultural insecticides. Quotations Casablanca. Agmarex (manufacturer's agent), 37 rue Ait Ba-Amrane, Casablanca.

TRINIDAD, W.I.—Firm requests replies from U.S. suppliers of new type insecticides, weedicides. H. E. Robinson & Co., Ltd. (importer, wholesaler, agent), 4 Edward St., Port of Spain. WTD 8/26/63.

289 Chemical Products

FRANCE—All kinds of raw materials, chemicals for pharmaceutical industry. Direct purchase and agency. G. L. Champion, 10 rue Castex, Paris 4.

● **IRAN**—Glue, various kinds, 54,500 kgs., 5,000 kgs. gum Arabic. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3529).

MALAYSIA—Dynamite gelinite 62%, blasting accessories; importer, wholesaler, retailer requests replies from manufacturers/suppliers with price quotations cif Singapore/Jesselton; prices must be competitive. Direct or agency purchase. Jesselton Electric & Radio Engineering Co. Ltd., P.O. Box 305, Jesselton, Sabah. Attn: Charlie C. P. Chan.

SWITZERLAND—Nylon fabrics, inks, other printing material for silkscreening; adhesive letters. Orwal (agent, retailer), 137 ave. Bel-Air, La Tour de Peilz, Canton Vaud.

VENEZUELA—All kinds of printing ink; requests replies in Spanish. Dinarica, S.A. (importer, distributor), Aptdo. 2908, Caracas, Jesuitas a Maturin, Edificio Trebol, Caracas. WTD 4/1/64.

291 Petroleum Refining

FRANCE—Super lubricants, cutting oils. Direct purchase and agency. Ets. Verine (manufacturer), 8 rue Marius Aune, Cannes (Alpes Maritimes).

301 Tires, Tubes

ITALY—Used airplane tires. Direct purchase

and agency. Angelo Magri (importer, wholesaler), Villaggio S. Maria, Carpenedolo (Brescia).

● **VIET-NAM**—Tires, inner tubes, 304 each, various passenger car sizes. Tender No. 1209-10044, bid deadline May 22. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-3381).

306 Fabricated Rubber Products

● **IRAQ**—Soles, heels, laces for footwear, various sizes and amounts. Tender No. 1964 Prod./2/7, bid deadline June 24. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3381).

307 Plastic Products

ENGLAND—Do-it-yourself items of any type, particularly folding doors of plastic or other inexpensive materials; plastic picture frame moulding; packaged hardware items for point of sale display; inexpensive plastic weather stripping; plastic cover, other plastic moulding suitable for installation with tiles. S. Leboff Ltd. (manufacturer, importer, exporter), 19 Virginia Rd., Shoreditch, London, E.2.

FRANCE—Plastic: household, kitchen wares; rigid, non-rigid types; also hardware (simulated metal mouldings) such as hinges, knobs, locks, decorative items; garden implements. Direct importer, potential sales agent, distributor. Requests replies in French from manufacturers only. Comptoir du Ménage et Quincaillerie, 55 rue François-de-Sourdis, Bordeaux, Gironde. WTD 4/17/64.

● **GREECE**—Plastic meter boxes, 104,000. Single phase, house service. Tender No. PAP/1464, bid deadline May 29. Public Power Corp., Athens Piraeus Division, Purchasing Dept., 4 Korai St., Athens. Copy of documents, including drawings, available for review only in Chemical & Rubber Division, BDSA-301, Rm. 4409 Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3529).

TURKEY—Formica. M. E. Petrini & Co. (commission merchant, importing distributor), Alyanak Han 3, Asirefendi Cad., Istanbul. P.K. 587, Istanbul. WTD 8/27/62.

311 Leather Tanning, Finishing

GERMANY—Velour, napa leather for clothing. Werner Christ (manufacturer), 38b Dorfstrasse, 5401 Niedergondershausen.

313 Boot, Shoe Cut Stock, Findings

FRANCE—Fiber board for shoe soles, heels, sheet 3 to 6 m/m; two-shade layers. Sample of type material desired is available on loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Teletphone: 202-WO 7-4674. Ets. Babonneau & Cie (manufacturer), Evrunes (Vendée).

315 Leather Gloves

GIBRALTAR—Men's, women's leather gloves. Pohoomull Brothers (Europe) (importer, exporter, wholesaler, retailer), 101-103 Main St., Gibraltar. WTD 10/17/64.

317 Handbags, Personal Leather Goods

GIBRALTAR—Leather, non leather handbags, purses. Pohoomull Brothers (Europe) (importer, exporter, wholesaler, retailer), 101-103 Main Street. WTD 10/17/63.

325 Structural Clay Products

GERMANY—China clay for paper industry, ground, pieces, in 500 ton lots, ground clay in paper bags containing 50 kilograms, pieces in bulk. Possehl Chemie und Insolierstoffe G.m.b.H., Steinhoeft 11, Hamburg 11. WTD 1/9/62.

329 Abrasives, Asbestos, Nonmetallic Mineral Products

INDIA—Abrasive grinding wheels as per specification: grinding wheels electrite "A" brand; 600 x 200 x 305 grit & grade 36.0; 500 x 200 x 305 grit & grade 360; 500 x 150 x 305 grit & grade 36.0; 500 x 125 x 305 grit & grade 36.0; 500 x 100 x 305 grit & grade 36.0; electrite 'B' Brand: 890 x 125 x 380 grit & grade 46.0 P. L. Jain, Factory Manager, Hindusthan Gas and Industries Ltd. (manufacturer), 36 Ganesh Chandra Ave., Calcutta 13. WTD 8/3/62.

331 Steel Mill Products

PAKISTAN—Pig iron, m.s sheets, bars, flats, pipes above 3" dia; structural steel; r.s. joists, files, reamers, taps, dies. The West Punjab Steel Corp. Ltd. (importers, exporters and distributors), Nawa-i-Waqt Bldg, 4 Queens Rd., Lahore. WTD 4/10/64.

332 Iron, Steel Foundries

GERMANY—Moulding, foundry auxiliary material, all types; replies from manufacturers only; cif European ports. Direct purchase and agency. Hugo Wachenfeld (manufacturer, importer, exporter), 78 Schanzenstrasse, 4 Dusseldorf-Oberkassel. WTD 4/10/64.

333 Primary smelting and refining of nonferrous metals

● **INDIA**—Zinc ingots, 98.50% purity, 59.260 m.t. Tender No. SR5/60415-60365-P/1, bid deadline June 4. Procurement will be financed under I.B.R.D. credits. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. No tender fee.★ (Telephone: 202-WO 7-5624).

335 Rolling, drawing, Extruding of Nonferrous Metals

● **INDIA**—Zinc ingots, 4.380 m.t., Speltor Foundry, 98.50% purity, grade 98.50; 54,880 m.t., 98.50% purity. Tender No. SR-5/60415-60365/P/V, bid deadline June 4. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. (20008). Ref. No. D/ENQ/996. No tender fee.★ (Telephone: 202-WOrth 7-5624).

● Tin ingot, 230 m.t., 99-75% purity min., refined quality, grade Sn. 99.75. Tender No. SR-5/10036-P/I, bid deadline May 28. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. (20008). Ref. No. D/ENQ/992. No tender fee.★ (Telephone: 202-WO 7-5624).

● Supply of 2.205 tons of copper-clad steel wire, 8 AWG, 242 lb. per mile. Tender No. P/SE-3/12009-R/II, bid deadline May 20. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available at India Supply Mission (Ref.: D/ENQ/1001), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, for $2.10 each.

● Tantalum sheets, rods, wire, seamless tubes, frits. Tender No. AEE/P/MTL/6025, bid deadline May 29. Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-2684).

● **IRAN**—Electrolytic zinc, 99.99% purity, 241 m.t. Bid deadline July 6. Edareh Taslihate Artesh, Daerehe Kontrole Tolid va Tadarokat, Khiabane Jaleh, Tehran.★ (Telephone: 202-WO 7-5624).

● **IRAQ**—Solder, 140 kg.; tin anodes, 40 kg.; brass, 480 kg.; copper anodes, 3 kg.; nickel, 20 kg. Tender No. 64/Prod/4/7, bid deadline July 1. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender fee $1.40.★ (Telephone: 202-WO 7-5624).

● Sockets for dry battery, quantity 22,000: types BA/279/U, 10,000; F90/1.5 v., 5,000; 75 v., 2,000. Tender No. 64/Prod/4/15, bid deadline July 5. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender fee $1.40.★ (Telephone: 202-WO 7-5624).

● Zinc sheets, zinc blanks (rondel) for dry cell battery production, total quantity 13,500 kg. Tender No. 64/Prod/4/1, bid deadline July 1. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender fee $1.40.★ (Telephone: 202-WO 7-5624).

● Lead wire, 30,000 kg., raw material for 0.303 mm. ammunition. Tender No. Prod. 964/1/7, bid deadline June 24. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender fee $1.40.★ (Telephone: 202-WO 7-5624).

MALAYSIA—Good quality white antifriction metals suitable for re-lining bearings of all types of engines. Ban Guan Hin & Co. Ltd. (importer, wholesaler), 89 Beach St., Penang.

● **PAKISTAN**—Aluminum conductor steel reinforced (ACSR); 2 items 250 l.t. each, accessories. Bid deadline May 20, Tender No. Elec./P-2/276. The Director of Purchase, EP-WAPDA, WAPDA Bldg., Dacca 2. Worldwide procurement.★ (Telephone: 202-WO 7-2181).

● Supply of 5 miles of 33 KV underground cable, accessories. Tender No. Elec./P-2/271, bid deadline May 18. The Director of Purchase, EP-WAPDA, WAPDA Bldg., Dacca 2.★ (Telephone: 202-WO 7-2162).

342 Cutlery, Hand Tools, General Hardware

MOROCCO—Agricultural hand tools. Quotations Casablanca. Direct purchase and agency. Agmarex (manufacturers' agent), 37 rue Ait Ba-Amrane, Casablanca.

SOUTH AFRICA—Good quality decorative cabinet fittings. Unusual designs desired; requests replies from manufacturers only. Direct purchase and agency. Altman Bros. Pty Ltd. (importing distributor), 59-63 Sir Lowry Rd., Cape Town. WTD 3/17/64.

343 Heating Apparatus, Plumbing Fixtures

MOROCCO—Complete range of sanitary chinaware equipment: lavatories, toilet seats, for all types of buildings. Quotations Casablanca. Comptoir et Fonderie des Métaux Bruts et Ouvrés (importer/agent), 160 rue Eugène Barathon, Casablanca.

NETHERLANDS—Natural gas room space heaters of over 16,000 Kc size. Exclusive agency or direct purchase. Requests replies

from manufacturers only. Eurowarm Haardenfabriek N.V. (manufacturer, wholesaler), 1 Vessemseweg, Hoogeloon (b. Eindhoven).

Gas burners, boilers, 60,000 BTU to 160,000 BTU, for home and commercial applications. Requests replies from manufacturers only. Technisch Bureau H. Osewoudt, N.V. (manufacturer, importer, exporter, sales agent), 130 Weteringkade, The Hague. WTD 7/17/62.

348 Fabricated Wire Products

NETHERLANDS—Garment hangers, wire; especially new designs, either for mass distribution or production under license; Requests replies from manufacturers only. N.V. Brima, 41 Vriezenveenseweg, Vroomshoop.

349 Fabricated Metal Products

MOROCCO—Malleable iron pipe fittings, threaded, up to 2", such as elbows, unions, caps, tees, flanges, valves; also valves welded up to 10". Quotations Casablanca. Direct purchase and agency. Comptoir et Fonderie des Métaux Bruts et Ouvrés (importer/agent), 160, rue Eugène Barathon, Casablanca.

351 Engines, Turbines

● **BURMA**—Marine diesel engines, 105/125 s.h.p., 2400 r.p.m., 4 stroke continuous rating, c/w silenecery reverse reduction gear starting system, fresh water cooling system, remote control for accelerator and gear box, 2; Gardner marine diesel engine, 89 BHP at 1500 r.p.m. complete with accessories and 12 v. electric starting system, 1. Tender No. Vehicle/8/OTE/29/64, bid deadline May 22. Secretary 1, Peoples Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-4242).

NIGERIA—5 to 10 h.p. outboard motors for fishing industry Northern Nigeria; prices should be fas port of embarkation, packed, crated for export. Descriptive literature, pro forma invoices (including weight & cubic measurements) desired. Information should include warranties and conditions of sale. Payment will be fas port against shipping documents. Prices should include 25% distributors discount payable to parent company, BIDCO-1925 K St., N.W. Washington, D.C., Requests replies from manufacturers only. Aikin Gona Ltd. 18 Tinubu St., P.O. Box 3115, Lagos.

352 Farm Machinery

GUATEMALA—Hand sprayers, dusters, agricultural, including pump sprayers with graphite cylinders; requests replies in Spanish. Asociación Nacional del Café, 7a. Ave. 10-36, Zona 1, Edificio "La Continental", Guatemala City.

ITALY—Farm machinery: combines, windrowers, forage harvesters, forage blowers, hay conditioners, planters, drills, choppers, diggers, spreaders. Requests replies from manufacturers only. Direct purchase and agency. Laurenzi Macchine S.p.A. (agent), 31 Via Luigi Luzzatti, Rome.

MALTA—Poultry machinery, equipment: batteries, cages, brooder equipment (hanging), dehydration machines; requests replies from manufacturers producing poultry feeds; also wishes contact with poultry hatcheries, breeding farms. Comino Agricultural Development Co. (importer, wholesaler, retailer), Maisonette 4, Block V, Gheriexem, Rabat. WTD 4/9/64.

MOROCCO—Poultry breeding equipment, supplies. Quotations Casablanca. Direct purchase and agency. Agmarex (manufacturers' agent), 37 rue Ait Ba-Amrane, Casablanca.

PAKISTAN—Agricultural implements. The West Pakistan Steel Corp. Ltd. (importers, exporters and distributors), Nawa-i-Waqt Bldg, 4 Queens Rd. Lahore. WTD 4/10/64.

353 Construction Machinery

● **BURMA**—6 mono-rail, electric traveling hoists, lifting capacity, ½ ton, complete with 1,600 running feet and power feed lines. Tender No. 25/MACH: (63-64), bid deadline May 27. People's Stores Corp., Machinery & Parts Division (7), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Worldwide bid invitation for 2 bituminous distributors, trailer mounted, 500 gal. capacity; 4 bituminous heaters, wood fired, 300 gal. capacity. Tender No. 23/MACH:(63-64), bid deadline May 25. The Secretary, People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-5566).

● **INDIA**—12 diesel operated trenching machines with 2 years' supply spare parts. Tender No. S/Project/13001-R/II, bid deadline May 29. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications available from India Supply Mission (Ref. D/ENQ/999), Washington, D.C. Tender fee $2.10 each.

ITALY—Construction machinery: crawler tractors, crawler loaders, scrapers, earthmovers, bulldozers, rippers, backhoes, landscape equipments. Requests replies from manufacturers only. Laurenzi Macchine S.p.A. (agent), 31 Via Luigi Luzzatti, Rome.

Building construction machinery, equipment. Direct purchase and agency. Lori (agent), Viale Regina Giovanna 35, Milano. WTD 7/26/63.

NORWAY—Power shovels, road graders. Requests replies from manufacturers only. Direct purchase and agency. Osmond Motor A/S (importing distributor), 75c Pilestredet, Oslo. WTD 4/7/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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354 Metalworking Machinery

● **BURMA**—Bench grinder, 8" wheel; pedestal grinder, 10"-12" dia. grinding wheel; universal milling machine; universal puller press. Tender No. 22/Mach:(63-64), bid deadline May 22. People's Stores Corp., Government of Burma, St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5652).

ECUADOR—Metalworking machinery, equipment, manually-operated tools for forming furniture, upholstery springs. Illustrated literature requested; cif Guayaquil; requests replies in Spanish. Industria de Resortes (Jacobo Pienknagura O.), Calle El Vergel, No. 177 esq. Calle Montufar. WTD 4/14/64.

GERMANY—Foundry machinery, equipment; replies from manufacturers only; cif European ports. Direct purchase and agency. Hugo Wachenfeld (manufacturer, importer, exporter), 78 Schanzenstrasse, 4 Dusseldorf-Oberkassel. WTD 4/10/64.

JAPAN—Type rolling machines for time recorder parts; specifications of wheels: dia. 1⅜" ø, 1½" ø, 2" ø, 3⅛" ø; character divided into 18, 20, 24, 31, 60 equal parts on the circumference of wheel. Amano Special Machinery Co. (manufacturer, exporter), 275 Ohmametomachi, Kohoku-ku, Yokohama. WTD 4/3/63. Attn: T. Kato.

NEW ZEALAND—Machine tools: lathes, jobbing 7, 8, 10"; milling, shaping machines: drilling machines up to 1½"; surface grinders: diesel engines 200 hp. to 1,000 hp., marine, stationary; band saw, head rig, wheel dia. 6, 7, 8 ft.; band re-saws, centre and side outing feed, line bar feed; gang saws, 30 to 40"; timber edging saws, 20 to 28" dia. saws; plywood and chipboard plant, pressing; not interested in reconditioned plant. Literature, fob prices requested. J. R. Don, Agency Mgr.; John Chambers & Son Ltd. (engineer, importer), P.O. Box 934, Auckland. WTD 7/23/63.

NORWAY—Pipe cutting, threading machines, portable for plumbers. Requests replies from manufacturers only. Direct purchase and agency. Fredr. A. Nilsson (importing distributor), Rostedsgt. 1, Oslo.

PHILIPPINES—Marble tile machinery including one complete set mixer, 2 banks combine with hydraulic press; pneumatic tools with air compressor for curving; electric portable dry cutter, sander with chisel, hammer, drilling machine, dry cutting wheels; polishing and grinding machine (three units with electric motors, water system); crusher; helicoidal wiresaw (one complete set with assorted mounting columns, 3 to 6 meters in height, for quarry and factory with wire extension up to 1,000 meters). Preferably package plant. Must produce approx. 1,500 sq. meters of marble tiles per month. Direct purchase.

Marble slab machinery including slab cutting gangsaw (one complete set 4x2x2 mts. with all electrical motors, pump for silica and water distribution, electrical regulators, car and rails, all accessories); polishing, grinding equipment; cutter, trimming machine (one unit hydraulic cutting machine Africa type with electric motor and water system, one unit electric cutting machine Spedia type complete with rails, electric motors, water distribution). Preferably package plant. Must produce approx. 1,700 sq. meters of polished marble per month. Robert O. Phillips, President, Victoria Mines, Inc. (producer) 712 Philamlife Bldg., United Nations Ave., Box 3580, Manila.

SPAIN—Presses, hydraulic; manufacturer requests descriptive literature, specifically new bulletin of about 50 pages dealing with latest and different types of hydraulic presses actually used for fabrication of stratificates based on thermouniting resins as well as all necessary accessories employed. Isolektra, S.A., Diputacion 340, Barcelona.

● **TAIWAN**—Shearing machine, plate, edge cutting capacity 13/32", cutting speed 3'-20", cuts per minute 1800-350, stroke length 0-0.39/4". Tender No. GFB-18355 (D), bid deadline May 25. Purchasing Dept., Central Trust of China, 49, Sec. 1 Wuchang Street, Taipei.★ (Telephone: 202-WO 7-5652).

TURKEY—Horseshoe nail machinery comprising horseshoe nail hot working press for manufacture of nails from wire, cutting machine for subsequent treatment of semi-finished nails. Mehmet Güler (manufacturer, contractor), Sanayi Mintikasi Yalkir Sokak No. 47, Balikesir. WTD 4/7/64.

● **UAR**—Lathe, 40" between centers, 14" swing over bed; bending machine, max. work-

ing length 2000 mm., plate thickness 3 mm., pneumatic hammer, weight of tub 350 lb.; eccentric press; heavy duty wheel lathe; 10 m.t. graphite electrodes 150 mm. x 1200 mm., air compressor, 330 cu. ft. at 100 lb. PSI; vibrating screen 15 cu. m/h. Tender No. 45, bid deadline May 31. Cairo Transport Authority, 28 Talaat Harb St., Cairo.★ (Telephone: 202-WO 7-5652).

UGANDA—Machinery, equipment to be used in manufacturing all types of cutlery; requests descriptive brochure. Radiant Products Co. Ltd., c/o H. E. Patel Esquire, P.O. Box 262, Kampala.

355 Special Industry Machinery

CEYLON—Machinery for converting yarn into sewing threads in balls, paper tubes, spools or reels. S. P. K. Kader Mohideen & Co. Ltd. (manufacturer), 172 Dam St. Colombo. WTD 3/19/64.

CHILE—Modern machinery, equipment for canning crab, desire type machinery used in Alaska factories; requests technical advice on utilization of new machinery. Mac-Lean & Cia. Ltda., (manufacturer, importer), Soc. Industrial Pesquera y Comercial, Casilla 32-D, Punta Arenas.

ECUADOR—Complete plastics-working plant; machinery, equipment for manufacture of buttons from polyester resins; operation to include plastic sheet-forming, cutting; plant capacity: 200 gross of buttons in sizes 14 to 60 per 8 hours; plant operating 24 hours. Quotations on guaranteed, reconditioned complete plant acceptable as well as on new installation. Illustrated literature and technical assistance in plant installation requested; cif Guayaquil; requests replies in Spanish; Fábrica de Botones S.A. (Jacobo Pienknagura O.), Calle El Vergel, No. 177 esq. Calle Montufar. WTD 4/14/64.

Complete plastics-working machinery, equipment for manufacture of buttons from polyester resins. Illustrated literature requested; cif Guayaquil; requests replies in Spanish. Fábrica de Botones S.A. (manufacturer), (Jacobo Pienknagura O.), Calle El Vergel No. 177 esq. Calle Montufar. WTD 4/14/64.

ENGLAND—Specialized machinery, equipment, supplies for beverage, food processing industries, particularly for production, packaging. Direct purchase and agency. C. M. Wales Ltd. (sales agent), High Tree, Park Lane, Ashstead, Surrey. WTD 4/3/64.

GERMANY—Machinery for potato processing industry, machinery, equipment for use in kitchens of hospitals, industrial plants; importing distributor requests replies from U.S. manufacturers only with price quotations cif Rotterdam. Dr. Karl Dornow & Sohn, 131 Linienstrasse, 4 Duesseldorf. WTD 4/8/64.

ITALY—Liquid filling, packaging machinery. Direct purchase and agency. Pacoma, S.p.A. (manufacturers' agent), Corso di Porta Nuova 13, Milan. WTD 1/19/63.

MOROCCO—Grinding cylinders, 530 brinel, 600 mm. long by 220 mm. dia. 70/80 mm. dia. hole, to be used for flour-milling. Quotations Casablanca. Etablissements Glenisson S.A., (manufacturer), 29 Blvd. de la Gironde, Casablanca.

NIGERIA—Facility to smoke-dry fish weighing up to 80 lb., measuring 50″, initial capacity of 50 tons fresh fish per day, capable of expansion to 100 tons per day. Prices should be fas port of embarkation; packed, crated for export. Descriptive literature, pro forma invoices (including weight & cubic measurements) desired. Information should include warranties, conditions of sale. Payment will be fas port against shipping documents. Prices should include 25% distributors discount payable to parent company, BIDCO, 1925 K Street, NW., Washington, D.C. Requests replies from manufacturers only. Aikin Gona Ltd., 18 Tinubu St., P.O. Box 3115, Lagos.

SOUTH AFRICA—Package plant installation for manufacture of surgical suture materials, including necessary machinery for factory; technical assistance in establishing plant. Surgix (Pty.) Ltd. (manufacturers' agent), 301 Kew Gardens, Regent Rd., Sea Point, C.P. WTD 10/4/62.

SYRIA—General line of textile machinery, equipment. Direct purchase on commission basis. Sa'adallah Sabbagh, P.O. Box 975, Majidieh, Aleppo.

356 General Industrial Machinery

ENGLAND—General component parts for oil burning portable space heaters; pumps, nozzles, nozzle holders, copper tubing, transformers, copper tube fittings such as flare nuts, unions, tees, elbows. Park Engineering (Paddock Wood) Ltd. (manufacturer, sales agent), 7 Mount Ephraim Rd., Tunbridge Wells, Kent. WTD 4/1/64.

FRANCE—Industrial filters equipped with asbestos plates, for food industries; importer, dealer requests replies in French. S. A. Emaco, 4 rue Danton, L'Evallois (Seine).

NORWAY—Pumps, equipment for pumping herring from nets into fishing vessels and from vessels to plants ashore. Direct purchase and agency. Bolsones Verft, Molde, Norway.

● **TURKEY**—Pumps of various types, one fire and general service, 50 cu/meter/hour capacity; one fresh water service pump, 5 cu/meter/hour; 2 bilge pumps, one 50 cu. meters/hour; one air-operated, 25 tons per hour capacity; one fuel transfer, 20 cu. meters/hour; one lubrication oil pump, 10 cu. meters/hour. Tender No. 3001-517, bid deadline May 20. Materials Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-5589).

357 Office, Computing, Accounting Machines

GERMANY—Special duplicating machines; importing distributor requests replies in German from U.S. manufacturers only with price quotations cif Rotterdam. Heinrich Raaff (wholesaler), 32 Moltkestrasse, 5 Koeln. WTD 4/9/64.

● **NEW ZEALAND**—Duplicating machines, 8: 4 offset to take master cylinder 15″x10″; 2 offset to take 15⅜″x10″ lugged metal litho plates; 2 small offset printing machines, printing area 17¼″x13″. Tender No. 963, bid deadline May 25. Government Printing Office, Waterloo Quay, Wellington. Specifications may be obtained from New Zealand Senior Trade Commissioner, Mr. G. Brennan, 1145 19th St., NW., Washington, D.C. 20036. Telephone: Federal 8-8820.

VENEZUELA—Duplicating machines; importer, distributor requests replies in Spanish. Dinarica, S.A., Apartado 2908, Caracas, Jesuitas a Maturin, Edificio Trebol, Caracas. WTD 4/1/64.

358 Service Industry Machines

ENGLAND—All types packaged air-conditioning units for domestic and commercial use. Southern Air Conditioners Ltd., (manufacturer, exporter, importer, wholesaler, retailer), Aircon House, 377/379 Kennington Lane, London, S.E.11. WTD 3/9/64.

MALAYSIA—Airconditioners; electrical current, 230 v., 50 cycles; importer, wholesaler, retailer requests replies from manufacturers with price quotations cif Singapore/Jesselton. Floor polishers; electrical current, 230 v., 50 cycles; importer, wholesaler, retailer requests replies from manufacturers with price quotations cif Singapore/Jesselton. Prices must be competitive. Direct or agency purchase. Jesselton Electric & Radio Engineering Co. Ltd., P.O. Box 305, Jesselton, Sabah. Attn: Charles C. P. Chan.

361 Electric Transmission, Distribution Equipment

ENGLAND—Electronic, communication test equipment. Agency and direct purchase. Livingston Laboratories Ltd. (importer, sales agent), 31 Camden Rd., London, N.W.1. WTD 3/24/64.

● **GREECE**—10,000 displacement type cold water meters ½″; 15,000 displacement type cold water meters ⅝″; with tail pieces and coupling nuts. Tender No. 1014, bid deadline June 9. Societe Anonyme Hellenique des Eaux, Purchasing Dept., 4 Kolokotroni St., Athens. In case award is made to U.S. firm, procurement may be charged against AID loan.★ (Telephone: 202-WO 7-3518).

NETHERLANDS—Regulators for natural gas and/or propane gas. Exclusive agency or direct purchase. Jacob Bakker Ijzerhandel, N.V., (dealer), 8 Kalanderstraat, Enschede. WTD 7/31/63.

● **PAKISTAN**—Oil circuit breakers, 33 kv, 3-phase, 50 cycles, 400 amp., outdoor type, 16; disconnect switches, 32. Tender No. Elec/P-2/277, bid deadline May 21. Director of Purchase, East Pakistan Water & Power Development Authority, WAPDA Bldg., Dacca 2.★ (Telephone: 202-WO 7-4242).

● Oil circuit breakers, 132 kv, 3-phase, 50 cycles, 800 amp., for outdoor installation, 2; control panel, indoor floor-mounting type, 1. Tender No. Elec/P-2/305, bid deadline May 21. Director of Purchase, East Pakistan Water & Power Development Authority, WAPDA Bldg., Dacca 2.★ (Telephone: 202-WO 7-4242).

362 Electrical Industrial Apparatus

● **BURMA**—Motor starters, oil immersed, automatic, star-delta, 3-phase, 440 v, 14-26 amps, 3; variable speed control for 75 h.p. slip-ring motor, 3-phase, 50 cycles, 400/440 v, 1. Tender No. 19 Mach: (63-64), bid deadline May 22. Secretary, People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone' 202-WO 7-4242).

● **IRAQ**—Carbon rods for dry cell batteries: 150,000 pc., dia. 6x55 mm.; 200,000 pc., dia. 8x58 mm.; 10,000 pc., dia. 10x85 mm.; high quality, not paraffined. Tender No. 964/Prod./4/6, bid deadline July 1. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2692).

MALAYSIA—Electric motors induction & capacitor type, 230 v.; 400/440 v., 50 cycle single and 3-phase, 750, 900, 1000, 1500, 1800 r.p.m. Ban Guan Hin & Co. Ltd. (importer, wholesaler), 89 Beach St., Penang.

363 Household Appliances

GIBRALTAR—Electric razors. Direct purchase and agency. World Traders (importer,

exporter, retailer), P.O. Box 224, Gibraltar.

MALAYSIA—Washing machines, water heaters; electrical current, 230 v., 50 cycles. Importer, wholesaler, retailer requests replies from manufacturers with price quotations cif Singapore/Jesselton. Prices must be competitive. Direct or agency purchase. Jesselton Electric & Radio Engineering Co., Ltd., P.O. Box 305, Jesselton, Sabah. Attn: Charlie C. P. Chan.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **TUNISIA**—Wall type electric water heaters: 100—40 gal. capacity; 50—approx. 26 gal. capacity, all bearing label of quality. Bid deadline May 30. Societe Tunisienne de l' Electricite et du Gaz, 38 Rue de Besancon, Tunis. Specifications in French.★ (Telephone: 202-WO 7-3601).

364 Electric Lighting, Wiring Equipment

FRANCE—Photographic flash lamps; manufacturer, wholesaler, requests replies in French. Societe Gilles Faller, 2 rue Christine, Paris 6e.

PORTUGAL—Lighting equipment, aviation ground, electric; importer, wholesaler, commission merchant requests replies from manufacturers. Direct purchase and agency. Monterroso & Ca. Lda. (importer, wholesaler, commission merchant), 606-1° Rua do Campo Alegre, Oporto. WTD 4/8/64.

● **TRINIDAD, W.I.**—Connectors, aluminum, 15,000; fuses, outdoor expulsion, 1,500; connectors, line fuse, 20 amps, 8,000; connectors, line fuse 40/75 amps, 9,000. Bid deadline May 29. Specifications may be obtained from Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain.

365 Radio, Television Receiving Sets

FRANCE—Radio receivers, principally small size; tape recorders. Direct purchase and agency. Max Cohen (importer, dealer), 44 ave. Charles Floquet, Paris 7e.

366 Communication Equipment

● **AUSTRALIA**—Supply and delivery of multi-coin public telephone instruments, associated equipment. Tender No. C 9490, bid deadline July 23. Controller, Stores & Contracts, Dept. of the Postmaster General, 114 Russell St., Melbourne, C. 1., Victoria.★ (Telephone: 202-WO 7-4823).

PORTUGAL—Radar, telecommunications equipment for civil and military use; importer, wholesaler, commission merchant requests replies from manufacturers. Direct purchase and agency. Monterroso & Ca. Lda. (importing, wholesaler, commission merchant), 606-1° Rua do Campo Alegre, Oporto. WTD 4/8/64.

369 Electrical Machinery, Equipment

ITALY—Electro-therapeutic apparatus, electromedical treatment apparatus. Direct purchase and agency. Fr. Marinello, Corso Italia 45, Milano.

371 Motor Vehicles, Motor Vehicle Equipment

AUSTRALIA—Automobile accessories. Lavac & Co. Pty. Ltd., 12 McArthur Ave., Crows Nest, N.S.W.

● **BURMA**—Spare parts, various quantities and sizes of oil seals. Tender No. 21/vehicle/8/(63-64), bid deadline May 22. The Secretary I, Peoples Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-3294).

● Spare parts, various quantities, sizes, oil seals. Tender No. 20/vehicle/8/(63-64), bid deadline May 26. The Secretary I, People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-3294).

CANADA—Components for rebuilding front end suspension parts such as ball joints, tie-rod ends, idler arms. Girard & Frere Auto (manufacturer, importer), 2742 Champlain, Shawinigan, Quebec. WTD 11/19/63.

ENGLAND—Exhaust scrubbers, filters for use on gas and diesel internal combustion engines up to capacity of 450 cubic inches. Direct purchase with view to manufacturing under license at later date. Tewel Industrial Ltd. (manufacturer, distributor), Hollinshead Works, St. James' Rd., Blackburn. WTD 4/3/64.

NETHERLANDS—All types of new parts for semi-trailers, caravans, similar automotive equipment. Direct purchase and/or agency. Requests replies from manufacturers only. Fa. De Winter & Co. (importing distributor), 6 Lijsterstraat, Enschede.

NIGERIA—Air conditioning units, automobile, automobile importer, distributor wishes quotations c.i.f. Lagos from manufacturers only on units suitable for use in cars with right-hand drive. Intra Imports (Nigeria) Ltd. Motor Division, 71, Apapa Rd., Ebute-Metta. WTD 11/5/63.

PAKISTAN—Automobile spare parts, tools. The West Pakistan Steel Corp. Ltd (importers, exporters and distributors), Nawa-i-Waqt Bldg., 4 Queens Rd., Lahore. WTD 4/10/64.

372 Aircraft, Parts

ENGLAND—Aircraft, light twin. Agency and direct purchase. Keegan Aviation Ltd. (exporter, importer, sales agent), Panshanger Airport, Hertford, Hertfordshire. WTD 3/18/64.

381 Engineering, Laboratory, Scientific, Research Instruments

ENGLAND—Electronic instruments, transducers for aircraft, guided missile and industrial use. Direct purchase and agency. S. E. Laboratories (Holdings) Ltd. (manufacturer, exporter), North Feltham Trading Estate, Feltham, Middlesex. WTD 3/24/64.

GERMANY—Drafting machinery, intruments; importing distributor requests replies in German from U.S. manufacturers only with price quotations cif Rotterdam. Heinrich Raaff (wholesaler), 32 Moltkestrasse, 5 Koeln. WTD 4/9/64.

● **IRAQ**—Instruments, equipment for new chemical laboratory for testing materials and products of 6 factories for production of dry cell batteries, light ammunition, heavy ammunition, shoes, small arms, clothing. Tenders Nos. Prod. 64/5/1 and Prod. 64/5/3, bid deadline July 5. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Terms and specifications may be obtained from Directorate of Contracts & Purchases, Ministry of Defense, against payment of ID 0.500 ($1.40) per copy, free of postal charges.★ (Telephone: 202-WO 7-2939).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

NETHERLANDS ANTILLES—Parking meters. Dept. of Public Works, Curacao.

383 Optical Instruments

GERMANY—Optical machines, all types; replies from U.S. manufacturers only: cif European ports. Eugen Stratemeyer (manufacturer), 10a Vierhausstrasse, 463 Bochum. WTD 4/13/64.

384 Surgical, Medical, Dental Instruments

● **CEYLON**—Dressing trays, various sizes, quantities. Bid deadline July 14. Ministry of Health, Finance Branch, Block "B," P.O. Box 584, Secretariat, Colombo.★ (Telephone: 202-WO 7-2939).

● **EL SALVADOR**—One orthopedic operating table. Tender No. 39(64), bid deadline June 12. Terms and specifications in Spanish. Correspondence preferred in Spanish. Proveeduria General de la Republica, Ave. Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

FRANCE—Dental supplies, instruments, equipment, accessories, tools, of all categories, suitable for sale in France at competitive prices, including: amalgams, alloys, teeth, preferably new products; also dental laboratory equipment, orthodontic appliances; burrs, drills; cutting instruments, lathes, small electrical apparatus (a.c., 50 cycles, 220 v.). Agency and direct purchase. Requests replies from manufacturers only, in French. S.O.D.E.M. (P. Parment) (dealer), 43 Cours de l'Intendance, Bordeaux. WTD 4/13/64.

ITALY—Medical, surgical, dental instruments, equipment, supplies. Surgical, orthopedic, prosthetic appliances, supplies. Direct purchase and agency. Fr. Marinello, Corso Italia 45, Milano.

PAKISTAN—Hospital equipment; surgical, medical goods. Direct purchase and agency. Fazal Din & Sons, (manufacturer's agent, importing distributors), 53 The Mall, Lahore. WTD /4/9/64.

386 Photographic Equipment

FRANCE—Photographic paper for colored printing; also new processes for color printing; Photographer requests replies in French. Direct purchase and agency. Societe Itac, 16-18 rue Maninville, Antony (Seine).

"Rear projection" apparatus, screens to be used in rear projection. Studio Harcourt, 29 avenue d'Iéna, Paris 16e.

Photographic screens; manufacturer, wholesaler requests replies in French. Societe Gilles Faller, 2 rue Christine, Paris 6e.

GERMANY—Blue-printing machines, equipment; importing distributor requests replies in German from U.S. manufacturers only with price quotations cif Rotterdam. Heinrich Raaff, 32 Moltkestrasse, 5 Koeln. WTD 4/9/64.

● **IRAQ**—Miscellaneous supplies for graphic arts laboratory such as film, paper chemicals,

enlarger, letter press machine, accessories, supplies. Tender No. MISC/9/1964, bid deadline June 28. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2778).

VENEZUELA—Photocopying equipment; photographic film, paper; importer, distributor requests replies in Spanish. Exclusive distribution. Dinarica, S.A., Apartado 2908, Caracas, Jesuitas a Maturin, Edificio Trebol, Caracas. WTD 4/1/64.

394 Toys, Amusements, Sporting Goods

ENGLAND—Toys, mechanical, novel. Bailey's Agencies (1953) Ltd., (importer), 51 Farringdon Rd., London, E.C.1. WTD 3/16/64.

FRANCE—Plastic toys, all kinds. Société Industrielle de Tous Articles Plastiques (importer, wholesaler), 20, rue Sainte-Croix de la Bretonnerie, Paris 4. WTD 8/12/63.

ITALY—Electronic toys. Direct purchase and agency. Francesco Angeletti (agent) Via Musini 41, Parma. WTD 9/5/63.

396 Costume Jewelry, Novelties, Buttons, Notions

FRANCE—Men's gold plated and pure silver cuff-links, preferably in individual jeweler's boxes. Direct purchase and agency. Raymond Buty, 12 rue Palais Grillet, Lyon 2. WTD 4/14/64.

GIBRALTAR—Novelties, costume jewelry, all kinds. Pohoomull Brothers (Europe), (importer, exporter, retailer, wholesaler), 101-103 Main St. WTD 10/17/63.

399 Manufacturing Industries

AUSTRALIA—Plastic barbers' combs. Sample type comb desired is available on loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Washington, D.C. 20230. Telephone: 202-WO 7-4674. J. O'Brien, General Manager, Canvin & Coles Pty. Ltd., 67-69 Murray Street, Pyrmont, N.S.W.

FRANCE—Manicure sets for hand bags; jewel boxes; lipstick cases; women's other small articles, gadgets. Direct purchase and agency; requests replies in French. Manufacture de Houppes C.E.M. (manufacturer), 25 rue Sainte-Catherine, La Blanc (Indre).

TRINIDAD, W.I.—Heating caps, electric stoves for heating pressing combs and hair wigs; importer, wholesaler and retailer requests replies from U.S. manufacturers only. Harper's (Edwin Harper), 100 Duke St., Port of Spain. WTD 6/18/63.

Cement equipment tenders sought by Nigerian firm

With a bid deadline of May 31, the Anglo-Canadian Cement Ltd. has asked for tenders on cement kilns or sinter equipment capable of producing 500 tons of clinker per day. Equipment should include granulator for preparation of clay and limestone at factory site.

For erection in the quarry where the limestone will be blasted and crushed, the company also wants tenders on 2 crushers, one with a capacity of 800 tons of crushed limestone in a 24-hour day and one with a capacity of 1,600 tons in a 24-hour day.

Only producers of this equipment are invited to bid; all quotations should be c.i.f. Lagos.

Interested manufacturers should contact the Anglo-Canadian Cement Ltd., 9 Creek Rd., P.O. Box 79, Apapa, Nigeria.

Business machines to be purchased by Greek firm

Tender No. DGY-1177-5092-5125, with a bid deadline of June 10, for 84 typewriters (Greek and Latin keyboard), 14 calculating machines, 8 accounting machines, 56 add-listing machines, 1 accounting-billing machine, and other equipment has been issued by the Purchasing Dept. of the Public Power Corp., 30 Chakokondyli St., Athens 102, Greece; cable address: DEH Athens; Telex: 430. Estimated value is $69,000.

Copy of the tender with specifications is available for loan to firms located in the U.S. from the SPBE Division, BDSA-311, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4379.

In the event award is made to a U.S. firm, procurement may be charged to A.I.D. loan.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

012 Fruit, Tree, Nut, Vegetable Farms

NORWAY—Fresh fruit: apples, pears, oranges, grapefruit. J. Schioldborg & Co. A/S (manufacturers' agent), 7 Lillegrensen, Oslo.

203 Canning, Preserving Foods

NORWAY—Canned fruit, fruit coctail, apricots, pears, peaches, pineapple, citrus fruits, juices. J. Schioldborg & Co. A/S (manufacturer's agent), 7 Lillegrensen, Oslo.

TANGANYIKA—All types of canned, bottled, frozen food; c.i.f. prices preferred. Agency on commission basis. S. M. Mehta (manufacturers' representative), P.O. Box 1313, Dar es Salaam. WTD 4/17/64.

204 Grain Mill Products

GREECE—Corn, yellow. Sales agent requests replies from exporters. Albert J. Asseo (sales agent), 11 Colocotroni St., Athens 125. WTD 4/23/64.

207 Confectionery

SOUTH AFRICA—Chocolates in fancy boxes of 1 and 2 lb.; requests replies from manufacturers only. Mill Agents (S.A.) (Pty.) Ltd., (manufacturers' agent), P.O. Box 3161, Cape Town. WTD 6/14/63.

208 Beverage Industries

NORWAY—Bourbon whisky, Getz Bros. & Co. A/S (manufacturers' agent), Nils Juelsgate 33, Oslo.

220 Textile Mill Products

NEW ZEALAND—Self adhering vinyl covering, 18″ widths; furnishing fabrics in cottons, rayons, dacrons, weaves, chief volume, 45″ width, 80¢ a yard f.o.b.; towels, pillow cases, sheets; quilted plastic materials, 48″ widths; plastics for use as shower, bath and kitchen curtains, in bolts. Exclusive agency. Robert J. Nesbitt, R. J. Nesbitt Ltd., P.O. Box 3030, Auckland, C.1. WTD 11/4/63.

SOUTH AFRICA—Polyester/cotton, polyester/worsted wool fancy raincoatings for men and womens' raincoats; requests replies from mills only. Sam S. Smyth & Co. (manufacturers' agent), P.O. Box 265, Cape Town.

Piece goods of trimming lace, printed locknit, other fabrics for manufacture of lingerie; requests replies from manufacturers only. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 5/22/62.

Dacron, rayon, cotton, shirting textiles; drills of 7½ to 9 oz. for men's trousers; cotton prints for women's, children's dresses 80 x 80 construction; requests replies from manufacturers only. Mill Agents (S.A.) Pty. Ltd., (manufacturers' agent), P.O. Box 3161, Cape Town. WTD 6/14/63.

221 Broad Woven Fabric Mills, Cotton

SOUTH AFRICA—Upholstering fabrics: plain, printed, cotton, cotton/rayon, cotton/dacron; 48 to 60″ widths, 16 to 20 oz. weight; requests replies from mills only. Mill Agents (S.A.) (Pty.) Ltd., (manufacturers' agent), P.O. Box 3161, Cape Town. WTD 6/14/63.

Printed cotton, drip-dry dress material; plain, printed cotton lingerie material; requests replies from mills only. Sam S. Smyth & Co. (manufacturers' agent), P.O. Box 265, Cape Town.

Cotton printed table cloths; requests replies from manufacturers only. M. Buchner & Co. (manufacturers' agent), P.O. Box 2972, Cape Town.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

JORDAN—Nylon, silk fabrics, textile, synthetic. Eastern Trading & Agencies Co. (commission agent, manufacturers' representative), P.O. Box 225, Amman.

SOUTH AFRICA—Nylon lingerie material, plain and printed lace effects; requests replies from mills only. Sam S. Smyth & Co., (manufacturers' agent), P.O. Box 265, Cape Town.

Upholstering fabrics: plain, printed, rayon, dacron, 48-60″ widths, 16-20 oz. weight; requests replies from mills only. Mill Agents (S.A.) (Pty.) Ltd., (manufacturers' agent), P.O. Box 3161, Cape Town. WTD 6/14/63.

229 Textile Goods

JORDAN—Lace fabric. Eastern Trading & Agencies Co. (commission agents, manufacturers' representative), P.O. Box 225, Amman.

SOUTH AFRICA—Raschel lace for manufacture of lingerie, foundation garments; requests replies from manufacturers only. M. Buchner & Co. (manufacturers' agent), P.O. Box 2972, Cape Town.

230 Apparel

TANGANYIKA—Ready-made wearing apparel for ladies, men, children; c.i.f. prices preferred. Agency on commission basis. S. M. Mehta (manufacturer's representative), P.O. Box 1313, Dar es Salaam. WTD 4/17/64.

235 Hats, Caps, Millinery

SOUTH AFRICA—Piece fabric, all types, for millinery industry, including buckram, capenet; requests replies from manufacturers only. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 5/22/62.

239 Fabricated Textile Products

SOUTH AFRICA—Cotton printed curtaining material; requests replies from manufacturers only. M. Buchner & Co. (manufacturers' agent), P.O. Box 2972, Cape Town.

TANGANYIKA—Textile goods, dress, furnishing material; c.i.f. prices preferred. Agency on commission basis. S. M. Mehta (manufacturer's representative), P.O. Box 1313, Dar es Salaam. WTD 4/17/64.

261 Pulp Mills, Products

PHILIPPINES—Wood pulp, bleached or unbleached. B. C. Chua, Vice-President and General Manager, Paramount International Packers, Inc. (importer, wholesaler, exporter), 201 Manhattan Bldg., Nueva St., Manila. WTD 3/7/64.

262 Paper Mills, Products

PHILIPPINES—Paper products including newsprint; book; coated paper, kraftboard. B. C. Chua, Vice-President and General Manager, Paramount International Packers, Inc. (importer, indentor, wholesaler, exporter), 201 Manhattan Bldg., Nueva St., Manila. WTD 3/7/64.

281 Industrial Chemicals

NORWAY—Processing chemicals for paper, paint, plastics, petroleum industries; dyestuffs, organic, inorganic; printing inks. Requests replies from manufacturers only. Eivind Borg, Mollergaten 24, Oslo.

SOUTH AFRICA—Chemicals for food, paint, wine, dyeing, textile industries; requests replies from manufactures only. Afro Dynamics Pty. Ltd., (manufacturers' agent), P.O. Box 112, Cape Town.

SPAIN—Auxiliary industrial chemicals such as defoamers, softeners, detergents, spinning oils. Productos José Mª Pujadas, S.A. (manufacturers' agent), Bailen 20, Barcelona.

282 Synthetic Materials

SPAIN—Plastics, especially polyethylene; resins. Productos José Mª Pujadas, S.A. (manufacturer, agent), Bailen 20, Barcelona.

289 Chemical Products

NORWAY—Pigments for printing inks. Knud Knudsen & Sonn (manufacturers' agent), 32 Skippergaten, Oslo. WTD 11/21/63.

306 Fabricated Rubber Products

SOUTH AFRICA—All kinds of rubber products for food, chemical, wine, fishing industries; requests replies from manufacturers only. Afro Dynamics Pty. Ltd. (manufacturers' agent), P.O. Box 112, Cape Town.

313 Boot, Shoe Cut Stock, Findings

SOUTH AFRICA—All types of fabric in pieces, for women's shoe uppers; requests replies from manufacturers only. A. Blomson, (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 5/22/62.

326 Pottery

SOUTH AFRICA—Vitreous china plumbing fixtures, china and earthenware fittings, bathroom accessories; requests replies from manufacturers only. I. B. McIntyre & Co. (manufacturers' agent), P.O. Box 169, Paarden Eiland, C.P.

330 Primary Metal Industries

PHILIPPINES—Building materials including tinplate waste waste, nonferrous metals. B. C. Chua, Vice-President and General Manager, Paramount International Packers, Inc. (importer, wholesaler, indentor, exporter), 201 Manhattan Bldg., Nueva St., Manila. WTD 3/7/64.

331 Steel Mill Products

INDIA—Stainless steel sheets, coils, circles, rods, wire, flats. P. Chunilal & Co. (importer, agent, general merchant), Mulchand Mansion, Princess St., Bombay 2.

TAIWAN—Stainless steel sheets, all sizes. San Yung Trading Co., Ltd. (importer, exporter), 96 Ming Seng Rd., E. Taipei. WTD 6/12/63.

342 Cutlery, Hand Tools, General Hardware

NETHERLANDS—Hooks, clamps to hold pipes, tubes, cords (made of metal and plastic). Agency representation desired. Requests replies from manufacturers only. Hegro Agenturen, 30 Legmeerstraat, Amsterdam.

SOUTH AFRICA—Metal accessories used in manufacture of travel goods; requests replies from manufacturers only. M. Buchner & Co. (manufacturers' agent), P.O. Box 2972, Cape Town.

TANGANYIKA—General hardware, tools, ironmongery. Agency on commission basis. S. M. Mehta (manufacturers' representative), P.O. Box 1313, Dar es Salaam. WTD 4/17/64.

349 Fabricated Metal Products

NORTHERN RHODESIA—Valves, diaphragm type, suitable for concentrate or acid flows, rubber lined; valves, butterfly type, for copper mining industry; importer, wholesaler, agent. Rhodesia Industrial & Mining Supplies Ltd., Box 482, Kitwe. WTD 4/14/64.

352 Farm Machinery

SPAIN—Hand tractors or motor tillers, garden type for manual guidance, other small agricultural equipment. Permanyer, S.A. de Industrias Mecanicas (manufacturer), Ausias March 113, Barcelona.

353 Construction Machinery

FRANCE—Handling devices, traveling microbridges for armoured construction, master-slave disassembling carts, manufacturer requests replies in French. Etudes & Réalisations de Techniques Nouvelles, 3 rue Victor Basch, Arcueil (Seine).

NORTHERN RHODESIA—Rail punching or drilling machines, loader box spillage or haulage spillage cleaning machines, rail sleeves, cylinder type grease guns, portable jacks; importer, wholesaler, agent. Rhodesia Industrial & Mining Supplies Ltd., Box 482, Kitwe. WTD 4/14/64.

354 Metalworking Machinery

NETHERLANDS—Metal cutting tools, quality products, new design and development. Exclusive agency desired. Requests replies from manufacturers only. Reinhardt & Co. (importer, wholesaler), 6 Laan van Middenburg, Voorburg (Z.H.).

355 Special Industry Machinery

AUSTRALIA—Printing presses, letterpress, offset lithography, graveur. P. Rowe Pty. Ltd. (importer, wholesaler), Box 3455, G.P.O., Sydney, N.S.W. WTD 12/6/63.

PHILIPPINES—Textile machinery, spare parts. B. C. Chua, Vice-President & General Manager, Paramount International Packers, Inc., (importer, wholesaler, exporter, indentor), 201 Manhattan Bldg., Nueva St., Manila. WTD 3/7/64.

Food processing, canning machinery. Prospero Uy-Barreta, Manager, Industrial Engineering & Equipment Dept. Macondray & Co., Inc. (importer, wholesaler, retailer, exporter), 9th Fl., Makati Bldg., 127 Ayala Ave., Makati Rizal; Box 768, Manila. WTD 7/31/63.

SOUTH AFRICA—Machinery equipment used in production of chemicals; also for processing, handling, packaging of food and beverages. Afro Dynamics Pty Ltd., (manufacturers' agent), P.O. Box 112, Cape Town.

356 General Industrial Machinery

PHILIPPINES—Chemical machinery, equipment. Prospero Uy-Barreta, Manager, Industrial Engineering & Equipment Dept., Macondray & Co., Inc. 9th Fl., Makati Bldg., 127 Ayala Ave., Makati, Rizal; Box 768, Manila. WTD 7/31/63.

357 Office, Computing, Accounting Machines

JORDAN—Weighing bridges, early replies requested. Engineering & Survey Co. (importer, contractor, exporter), P.O. Box 1032; Amman. WTD 3/19/63.

358 Service Industry Machines

SOUTH AFRICA—Merchandising machines, coin operated; for tea, coffee, milk, food, sweets, non-alcoholic beverages. Afro Dynamics Pty. Ltd., (manufacturers' agent), P.O. Box 112, Cape Town.

361 Electric Transmission, Distribution Equipment

NORWAY—Oscilloscopes, oscillographs. Hugo Riso A/S, P.O. Box 8, Taasen, Oslo. WTD 10/29/63.

364 Electric Lighting, Wiring Equipment

FRANCE—Electronic flash tubes; photoflash lamp; photographer requests replies in French. Societe Orthotron, 13 rue Frédéric Fournier, Malakoff (Seine).

PHILIPPINES—Electrical wiring devices including switches and plugs. Complete line desired. B. C. Chua, Vice-President & General Manager, Paramount International Packers, Inc. (importer, wholesaler, exporter, indentor), 201 Manhattan Bldg., Nueva St., Manila. WTD 3/7/64

367 Electronic Components, Accessories

BELGIUM—Transistors, electronic application, components, spare parts; electronic system equipment, military. Agency for Benelux countries or Europe. Aerotronic, S.P.R.L. (importer, exporter), 26 Rue du Méridien, Brussels. WTD 4/17/64.

371 Motor Vehicles, Motor Vehicle Equipment

FRANCE—Automobile brakes, clutches. Consortium Des Pièces Standard, 114 rue Ray-

mond Ridel, La Garenne-Colombes (Seine). WTD 3/23/64.

PHILIPPINES—Automotive replacement parts. Guillermo M. de Joya, General Manager, Eastern Auto Supply Co. (importer, wholesaler, retailer), 675 Teodora Alonso. Manila. WTD 2/15/64.

Automotive spare parts, accessories. Vicente Yu, Vice-President, The Best Co., Inc. (indentor), 609 Manhattan Bldg., 415 Nueva, Box 634, Manila.

TANGANYIKA—Automotive spares, accessories; cif prices preferred. Agency on commission basis. S. M. Mehta (manufacturers' representative), P.O. Box 1313, Dar es Salaam. WTD 4/17/64.

373 Ship Building, Repairing

IVORY COAST—Fiberglass runabout for outboard motor about 14' long, shipped disassembled to be assembled at Abidjan. Maison Baraderie & Loustallot, B.P. 56, Abidjan. WTD 4/13/64.

386 Photographic Equipment

FRANCE—Professional enlargers, still pictures; photographer requests replies in French. Societe Orthotron, 13 rue Frédéric Fournier, Malakoff (Seine).

394 Toys, Amusement, Sporting Goods

AUSTRIA—Educational toys, kits, games for children up to 15; manufacturer, exclusive sales agent, retailer requests replies from manufacturers only. Wiener Spielzeugschachtel, Rauhensteingasse 5, Vienna I. WTD 4/8/64.

NETHERLANDS—Billiard articles: cuesticks, balls, spare parts for pool tables such as pockets of leather or plastic. Exclusive agency desired. Requests replies from manufacturers only. A. P. C. Roothaert N.V. (manufacturer, importer, exporter), Biljartfabriek "Het Zuiden," 22 Telefoonstraat, Tilburg.

VENEZUELA—Toys: electrical, mechanical, dolls, wooden; agent requests replies in Spanish. Narciso E. Lopez, Ave. El Salvador, Quinta Soldevilla, Las Acacias, Caracas. WTD 1/15/64.

396 Costume Jewelry, Novelties, Buttons, Notions

TANGANYIKA—Miscellaneous novelties, notions, fancy goods. Agency on commission basis. S. M. Mehta (manufacturers' representative), P.O. Box 1313, Dar es Salaam. WTD 4/17/64.

399 Manufacturing Industries

BELGIUM—Advertising novelties, especially in plastic. Perky-Show (importer), 128 Rue Hors-Chateau, Liege. WTD 4/9/64.

505 Farm Products, Raw Materials

PHILIPPINES—Raw cotton for textile industry. B. C. Chua, Vice-President & General Manager, Paramount International Packers, Inc. (importer, wholesaler, indentor, exporter), 201 Manhattan Bldg., Nueva St., Manila. WTD 3/7/64.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Eduardo R. Hirschberg and Bruno Michelini, representing Hirschberg Sociedad Anonima Argentina de Importacion, Alsina 801, interested in purchasing **high speed drill manufacturing machinery;** also requesting technical information on above. May 16 via New York for 30 days. c/o Argentine Consulate General, 12 W. 56th St., New York, N.Y. Itinerary: New York.

AUSTRALIA—F. H. Moore, representing W. D. Moore & Co., 7 Keegan St., O'Connor, interested in **selling fly screen rights manufacture under license;** also in **light applications** of **roll forming of steel,** particularly **stainless,** with a view to possible manufacturing under license. Middle May via San Francisco for six weeks. c/o Department of Commerce Field Office, Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. Itinerary: San Francisco, New York.

AUSTRIA—Wilhelm Hoehnel, representing Korrosionsschutz Hoehnel, Bischofstrasse 5, Linz/Donau, interested in **corrosion-resisting coatings (sprayed zinc coatings, rubber coatings),** as well as in their application and visiting plants engaging in **sand blast derusting** for the purpose of studying application of corrosion preventives for the inside of pressure vessels and pipes, gates, weirs, locks, obtaining technical know-how and **viewing new equipment** in use with a view to possibly adopting methods and/or importing new equipment. May 12 via New York for 16 days. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001; The Austrian Trade Delegation, 31 E. 69th St., New York, N.Y. Itinerary: New York, Buffalo, Detroit, Chicago, Miami Beach, Pittsburgh.

Walter Pauli, representing W. Pauli, Liechtensteinstrasse 112, Vienna IX., interested in contacting U.S. manufacturers and/or exporters of **chemicals** and **raw materials for cosmetics industry,** emulsifiers with a view to importing. May 18 via New York for 10 days. c/o Hotel Manhattan, 8th Ave. & 45th St., New York, N.Y. Itinerary: New York, Washington.

BELGIUM—Arthur Seynaeve, Managing Director, N. V. Scandiaflex and S.P.R.L. Scandiafold, 586 Juul Moretuslei, Wilrijk, Antwerp, interested in contacting manufacturers and exporters of **aluminum door** and **window frames, wall frames, venetian blinds, folding doors, aluminum molding partitions, louvers,** with a view to representing agencies and considering proposals of licensing agreements. Here for two weeks. c/o Taft Hotel, Seventh Ave. & 50th St., New York, N.Y. Itinerary: New York, Newcastle, Indianapolis.

Albert Vandendriessche, Manager, Petro-Deriva, also representing Transport Couliers, Kaai 271, Antwerp, interested in contacting **petroleum transporting firms** concerning the latest techniques applied in the U.S.; **transportation** of other **packed goods,** in general; contacting **coal distributing firms** to study their methods of distribution. May 12 via New York for 2 months. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Washington Roanoke, Asheville, Birmingham, New Orleans, Houston, Dallas, Tulsa, Amarillo, Albuquerque, Holbrook, Las Vegas, Los Angeles, San Francisco, Reno, Elko, Salt Lake City, Idaho Falls, Sheridan, Rapid City, Sioux Falls, Dubuque, Chicago, Detroit, Buffalo, Albany.

ECUADOR—Heriberto Caceres L., representing Maestros Zapateros de Pichincha, Calle Olmedo 777, Quito, interested in visiting **shoe factories** and **shoe machinery companies** with a view to purchasing **machinery** and **equipment for shoe manufacturing;** also requesting technical information on above. Here through May 15. c/o Consulate General of Ecuador, 30 Rockefeller Plaza, New York, N.Y. Itinerary: New York.

EGYPT—Mohamed El Dessouky, Director, Nile Amusement Park & Film Television, General Organization for Cinema, Broadcasting & Television, 1131 Sharia El Cornishe, Cairo, interested in visiting manufacturers of **"Disneyland" type exhibition equipment** for use in 400,000 sq. meter permanent Amusement Park in Cairo. May 15 via New York for 2 weeks. c/o U.A.R. Consulate General, 902 Park Ave., New York, N.Y. Itinerary: New York, Los Angeles.

Youssef Nabih, representing self, 22 Kasr el Nil St., Cairo, interested in contacting U.S. firms desirous of obtaining professional advice on **income taxation matters, account auditing** and establishing a business in U.A.R. Here for 3 weeks. c/o Department of Commerce Field Offices: Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001; Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. Itinerary: New York (May 11-24); San Francisco (May 24-31).

Ibrahim Assad Asfour, representing Asfour Co. for Glass & Crystal Products, 5 Souk el Had, Shubra El Khemsa, Cairo, interested in finding a market in U.S. for **glass** and **crystal giftware** including modern and oriental design flower vases, trays, candlesticks. Here for 3 months. c/o Mr. Ghazi Kitmitto, 511 N. Serrano, Apt. 6, Los Angeles, Calif. Itinerary: New York, Los Angeles.

GERMANY—Leslie Zier, architect and advisor, building and construction matters to Frankfurt Bank Hessische Landesbank-Girozentrale, Junghof-Str. 18, Frankfurt/Main, interested in contacting firms manufacturing **prefabricated parts** or firms connected with the industry for the purpose of studying prefabricated housing in the U.S.; also requesting technical information on above. Here until July 15. c/o Mr. Leslie P. Zier, Jr., 407 Shady Lane, Fayetteville, Tenn. Itinerary: New York, Philadelphia, Washington, Dallas, Miami, San Francisco, Chicago.

Hans Osthues, representing Osthues & Bahlmann, P.O. Box 43, 474 Oelde/W and Heinrich Gerlach & Co., 153-156 Warendorferstr., 473 Ahlen/Westfalen, interested in licenses and purchases from U.S. manufacturers of: **fuel oil heaters, air filters** for industrial purposes; **spraying equipment for insecticides; feed conveying, mixing equipment; household articles** for sale to department stores; **charcoal filters;** efficient **noncutting machinery, tools.** May 12 via New York until June 1. c/o Dr. Siegfried Rothlin. 455 Elizabeth Ave., Apt. 126, Newark, N.J. 07112. Itinerary: Newark, N.J., Philadelphia, Washington, Richmond, Va., Chicago, Cleveland, Buffalo, Boston, New York.

GREECE—George J. Accas, representing Macedonian Cotton Ginning Co., 39 Frangon St., Thessaloniki, interested in establishing **cotton spinning mill** (25,000 spindles) in Thessaloniki; wants to contact manufacturers of cotton spinning equipment and firms want-

ing to invest in such projects. May 15 via New York for one month. c/o Mr. Anthony G. Accas, 320 Wadsworth Ave., New York, N.Y. Itinerary: Several large cities.

HONG KONG—W. T. Wilkinson, Trade Promotion Advisor, Hong Kong & Shanghai Banking Corp., 1 Queen's Rd. Central, interested in contacting manufacturers desirous of **joint ventures** in Hong Kong. May 17 via New York until June 2. c/o Hong Kong & Shanghai Banking Corp., 80 Pine St., New York, N.Y. Itinerary: New York (May 17-20); Washington (May 20-24); Canada (May 24-30); Chicago (May 30-June 2).

IRELAND—M. J. Byrne, Director, Corcoran & Co. (Dublin) Ltd., 17-22 Parkgate St., Dublin 8, interested in contacting manufacturers of **chemical products** as a buyer; also requesting technical information on chemical products including **synthetic textile fibers.** May 17 via New York for 3 weeks. c/o New Weston Hotel, Madison Ave. & 50th St., New York, N.Y. Itinerary: New York, Wilmington, Washington, Boston, Buffalo.

KENYA—V. C. Mehta, representing Modern Electric Co., P.O. Box 1751, Government Rd., Nairobi, interested in **electrical cables, accessories, appliances, radios,** similar **electrical goods;** also requesting technical information on complete **plant for manufacture of electrical cables.** Second week May via San Francisco for 3 to 4 weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: San Francisco, Los Angeles, Chicago, Washington, New York, Detroit.

LEBANON—Anatole C. Ungurian, representing Bittar Tourism & Travel, Pan American Bldg., Riad Solh St., Beirut, interested in contacting U.S. travel agents in order to promote **tourism** between U.S. and Middle East, particularly Jordan and Lebanon. Here for 2 weeks. c/o Mr. Robert E. Lee, Vice President, Irving Trust Co., 1 Wall St., New York, N.Y. Itinerary: New York.

Farid G. Homsi, representing F. G. Homsi (Diesel Motors) Co., P.O. Box 3205, Bechar Khoury St., Beirut, interested in **general merchandise.** May 12 via San Francisco for 2 weeks. c/o Lebanese Consulate General, 9 E. 76th St., New York, N.Y. Itinerary: San Francisco, Los Angeles, New York.

MALAYSIA—Tan Thiam Chua, representing Nam Thong Co., 19 South Bridge Rd., Singapore, interested in contacting manufacturers/suppliers of: **nylon mesh; nail clippers; plastic material for ladies' shoes; foam rubber padding** for brassieres, shoes; **metal fittings, parts** for trunks, suit cases. Middle May via New York for 2 weeks. c/o Walsen Consolidated Mercantile Co., 271 Church St., New York, N.Y. Itinerary: New York, Washington, San Francisco, Honolulu.

NETHERLANDS—A. J. J. Van Creveld, representing Firma ACRE, 2-10 Catharinastraat, Rotterdam, interested in **export, import, transit of meat** and **offals.** First week May via New York, for several weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, surrounding area.

NORWAY—Ole Wigen, Forestry Consultant, Jo-Bu Salgskontor A/S, 28 Holtegaten, Oslo, interested in purchasing new types of **equipment for logging, barking, hauling,** other tasks **in forest industry;** also requesting technical information on new developments in the forest industry. May 15 via New York for indefinite stay. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001.

PAKISTAN—Four executives of Pakistani film industry (G. A. Gul, Evernew Studios; Santosh Kumar, Santosh Productions; Ghulam Bari Malik, Bari Studios; Malik Mubarik, Mubarik Films), Abbott Rd., Lahore, interested in **consummating an agreement for joint U.S.-Pakistan film production in Pakistan.** Middle May via San Francisco or Los Angeles for 2 weeks. c/o American Express Co., 609 W. 7th, Los Angeles, Calif. Itinerary: New York, Washington.

Sir William Roberts, Managing Director, Roberts Cotton Associates Ltd., Civl Lines, Khanewal, interested in availability of **ginning machinery** and **truck transport.** May 20 via New York until May 24. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

SPAIN—Jose Maria Rios Garcia, President, and Carlos Munoz Cabezon, Manager, Empresa Nacional Minera del Sahara, Barquillo 13, Madrid, interested in visiting locations **to observe transportation** over short and long distances **of powdery materials using pipelines** and **air pressure, including loading ships offshore by means of pipelines.** Here until June 15. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Washington, Pittsburgh, Chicago, St. Louis, Salt Lake City, San Francisco, Tampa, Miami, San Juan.

SWEDEN—Arne Nyqvist, representing Nyqvist & Bergh AB, Ostra Hamngatan 36, Goteborg C, interested in agencies for **tinplates watse-waste,** sorted to size and gauge, quality temper 6, THN-and T H_2N, and soft temper; also requesting technical information on above. May 13 via New York for 2 weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Pittsburgh; nearby cities.

SYRIAN ARAB REPUBLIC—Aboud Kerio, representing Kerio & Kerio Architect & Engineers, Hasake, interested in purchase and agency representation of **refrigerating equipment, scrap iron smelting equipment, diesel engines, farm machinery;** also requesting technical information on operation of above equipment. Here for 2 weeks. c/o Dr. Snell, 221 N. Cedar, Lansing, Michigan, or, R. Haight, 709 S. 7th, Bozeman, Montana. Itinerary: New York; Newark; New Haven, Conn.; Detroit; Lansing; Chicago; Minneapolis; Seattle.

URUGUAY—Osvaldo Bianchetti Jr., representing Bianchetti Hnos. S.A., Calle Galicia 1064, Montevideo, interested in visiting manufacturers of **spare parts** and **accessories for automobiles.** Here through May 20. c/o Sonneborn Inter-American Corp., 300-4th Ave., New York, N.Y. Itinerary: New York.

Railway bid deadline extended

The General Organization for Executing the Five Year Industrial Plan, 6 Khalil Agha St., Cairo, announced the extention of bid deadline from May 1 to June 30. (INTERNATIONAL COMMERCE, March 30, p. 21) for the construction of a railroad from Bahariya, Oasis to the iron and steel factory at Helwan.

One copy of the conditions and specifications is available for review only at the Building Materials and Construction Industries Division, Room 4012, BDSA-306, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Leads for Importers

207 Confectionery

FRANCE—Manufacturer of biscuits and cookies wishes to make direct sales. Societe Biscuits Brun, 26, rue Georges-Mederic, Maisons-Alfort (Seine), France.

208 Beverage Industries

JORDAN—Importer/exporter intends to appoint sales distributors in U.S. to market bottled "Holy water from the Jordan River." Dahoud Ibrahim Dissi, P.O. Box 951, Amman, Jordan. WTD 3/13/63.

209 Food Preparations

ETHOPIA—Leading exporter of Djimma Coffee interested in selling direct to U.S. Mohamed Birhan Ahmed, P.O. Box 1218, Addis Ababa, Ethopia.

229 Textile Goods

ECUADOR—Barmen laces, direct sale by manufacturer. Pasamaneria S.A., P.O. Box "H," Cuenca. WTD 8/16/62.

230 Apparel

ENGLAND—High grade woolen and mohair knitwear, woven items, skirts, piece goods, of Scottish manufacture. For sale to department, chain, multiple stores, gift shops. Agency. James H. Sherrard, Marketing Association for Scotland Ltd., 1 Green St., London, W.1.

251 Household Furniture

ARGENTINA—Home and office wood furniture direct. Fermin del Valle, Avda. Pte. Roque Saenz Pena 730, Buenos Aires. Requests reply in Spanish.

261 Pulp Mills, Products

SWEDEN—Bleached sulphite pulp, direct or agency, by manufacturer. Billeruds AB, Saffle. WTD 4/17/64.

262 Paper Mills, Products

SWEDEN—Manufacturer wants to sell directly or through agency Glassine paper. Billeruds Aktiebolag, Saffle. WTD 4/17/64.

264 Converted Paper, Paperboard Products

SWEDEN—Manufacturer of different kinds of greaseproof paper seeks agency or sell directly. Billeruds AB, Saffle. WTD 4/17/64.

286 Gum, Wood Chemicals

IRAN—Exporter desires contact with U.S. buyers of asafoetida gum, Tragacanth-gum, almond kernels. Mr. Yousuf Seleh, Zand Ave., No. 4, (P.O. Box 97), Shiraz, Iran.

289 Chemical Products

JORDAN—Silicate glass, soluble. Kamal Wafa Dajani (importer/exporter), P.O. Box 251, Amman, Jordan.

316 Luggage

NEPAL—Leather goods (cases), up to 500 pieces at a time. National Trading Ltd., Lal Durbar, P.O. Box 128, Kathmandu, Nepal.

Samples will be supplied U.S. inquirers upon request. WTD 7/24/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

NETHERLANDS—Diamond tools manufacturer, wants distributor in U.S., preferably someone now selling tungsten carbide tools. N.V. Ondix International, 52-54 Joh. van Oldenbarnefeltlaan, Zeist. WTD 10/15/57.

399 Manufacturing Industries

MOROCCO—Moroccan handicraft, leather goods, jewelry, native musical instruments, handwoven woolens. Olivares Associates (manufacturer), P.O. Box 77, Tangier, Morocco. WTD 2/17/64.

571 Furniture, Home Furnishings

SWITZERLAND—Firm wants to sell direct home and hotel furniture, curtain and carpet fabrics, lighting fixtures, decorating material and articles. Gebruder Kaeser Moebel A.G., Weier in Emmental, Canton Bern. WTD 4/7/64.

Construction Projects

CAMBODIA—Ministry of Public Works announced international competition for design and construction of 13-meterwide **highway bridge** across Bassac River at Phnom Pehn replacing recently collapsed bridge. Estimated cost of new bridge is about 2 to 3 million dollars. Offers to participate must be received not later than noon, July 21. Ministry expects to award contract one month later; work to start no later than December 1. Contact: Documents giving full particulars may be consulted at Services des Travaux Publics, Vithei Ang Nonn, Phnom Pehn, or copies may be obtained at same location for about $35.

CHILE—(100 escudos = US$51.81). Special conditions for registration of contractors for supply and installation of **lighting system** for Pudahuel Airport at Santiago, have been announced by AID. Requirements shall be complied with by Chilean or U.S. firms that specialize in manufacture and installation of lighting equipment for airports, and who may wish to register in Special Contractors' Registry in order to participate in public bidding which shall be called for by Highway Department for Ministry of Public Works. AID financed project is estimated to cost about E1,853,800 (US$876,000). Systems include: high intensity runway lights; threshold lights; taxiway, apron lighting; approach lighting in a/w ALPA and ATA standards; obstruction lights; rotating airport beacon; taxiway guidance lights; aircraft parking area flood lighting.

Contractors wishing to register must deliver certain antecedents, including 8 qualifications which shall be used for screening prospective bidders based on their experience and other qualifications in connection with this type of work. Contractors who have already registered for supply and installation of telecommunication equipment for this project need merely submit written request to this effect and necessary documentation required for equipment that they manufacture and install.

Accepted firms shall be notified and shall be given necessary documents. Requests for Registration (deadline May 27) or requests for information about requirements of this project should be addressed to: Dirrecion de Vialidad, Departamento de Estudios de Caminos y Aerodromos, Seccion Propuestas, Calle Morande No. 59,3° Piso, Oficina 10, Santiago.

FINLAND—(100 markkas = US$31.25). Outokumpu Oy, Outokumpu, major Finnish mining and ore processing organization, will build **new ore processing plant** in Ykspihlaja, near city of Kokkola. Construction plans call for new **refining plant** of about 150,000 cu. meters, to process pyrites from Outokumpu Oy's Pyhaesalmi iron ore mine. **Harbor facilities** and **sweet water reservoir** will have to be built. Construction is estimated to last 2 years.

New plant is expected to process about 200,000 tons of sulphurous iron concentrates annually; refined ore production estimated at 170,000 tons. Power generation facilities at reservoir will expectantly produce about 50 million KWh's of electricity annually. Contact: Outokumpu Oy, Outokumpu, c/o U.S. Embassy, Itainen Kaivopuisto 21, Helsinki.

INDIA—(100 rupees = US$21.00). Messrs. Ivan Milutinovic, Yugoslav State enterprise, obtained contracts from Government of Orissa for **dredging approaches** and **harbor** of Paradi Port, also for construction of **iron ore berth.** Work on project has been started with the first phase scheduled for completion by October 1965 at which time Port is expected to be ready to receive to receive 60,000 ton vessels.

Mechanical ore handling facilities, being supplied by U.S. firm Hewitt-Robins of Stamford, Connecticut, are scheduled for completion by October 1965.

IRAQ—(1 dinar = US$2.80). Ministry of Oil awarded contract to Belgian firm TEKHNE (Palais d'Egmont, Brussels 1) to design, prepare tender documents, supervise construction of a **12 to 15 story, 15 to 20,000 square meter floor-space,** Ministry of Oil **headquarters building.** Total cost of completely **air-conditioned structure** estimated at ID 1½ million (approx. $4.2 million).

International construction tender may be issued in about 9½ months; construction firms being given 3 months to submith bids. Consultants are under instructions not to specify particular makes of equipment for the building; U.S. firms may communicate with TEKHNE (at above address) to acquaint consultants with their products.

Concomitantly, Directorate General of Building, Ministry of Housing announced that contract had been signed with Polservice Consulting Engineers (2 Frascatti St., Warsaw, Poland) to design a **building to house Ministry of Foreign Affairs.** Cost of this project is reported to be $2.1 million. Tenders for construction may be announced within one year. U.S. firms may wish to collaborate with local contractors in bidding.

JAMAICA—(1£ = US$2.80). Minister of Trade ond Industry announced that negotiations have been completed to build **new port for Kingston.** Project will cost about $4.2 million, provide deepwater facilities in 3 alongside berths with transit shed space, modern passenger terminal facilities. Fourth berth will be added later; eventually new wharf complex, located somewhat west of downtown area, will completely replace existing facilities.

Project being undertaken by new company, Western Terminals Ltd., consortium of 3 large local groups of companies: Lacelles, Henriques, Matalon. Some financing will come from the Commonwealth Development Corp. and from public subscription in Jamaica. Contact: The Ministry of Trade & Industry, Kingston.

MOZAMBIQUE—Reportedly, a **Terminal building** costing 25 million escudos (about US$875,000) will be constructed at Beira's Sacadura Cabral Airport; to be 220 meters long, covering 8,000 square meters, with initial construction hoped for in 1964, completion expected within 2 years. Terminal will have spacious halls, passenger lounges, 14 offices, 10 check-in counters for airline companies, accommodate more than 1,000 passengers at one time. Contact: U.S. Consulate General, No. 3 Rua Salazar, Lournco Marques.

NEPAL—Preliminary conclusions reached by United Nations Special Fund Team making Pre-Investment Survey of Karnali River; tentatively agreed that first construction priority should be a **dam** constructed in phases at Chisapani, an accessible gorge where river emerges from hills onto plains not far north of Indian border. UN team's recent interim report proposed 2 alternative, initial **power schemes,** each involving 3 dams on lower river system to generate total of 2,500 to 2,800 megawatts of power annually. First scheme would have 400-ft.-wide high dam at Chisapani generating 1,400 MW annually; second alternative would have lower dam generating 900 MW. Cost of generating is estimated to be equal to ½-1¢ US. Initial capital investment estimated between 170 and 300 million dollars. Contact: United Nations Special Fund Pre-Investment Study Team, c/o U.S. Embassy, King's Way, Kathmandu.

NIGER—(100 CFA = US$0.41). EEC is reportedly considering financing $1.6 million **textile complex** which would produce about 1,600 tons cotton fabric, about 300 tons cotton thread per year. Indicated site for mill would be Maradi in southern Niger. Contact: Commisariat General Autlan, Attaché a la Presidente de la Republic, Niamey.

NORTHERN RHODESIA—(1£ = US$2.80). Victoria Falls Electricity Board announced its plans recently for £1,300,000 project which would include construction of **underground power station** downstream from present plant. Contact: Victoria Falls Electricity Board, Lukasa.

PAKISTAN—(100 rupees = US$21.00). President of Pakistan recently announced that 16 new sugar mills will be set up during next 4 years to raise annual production from 300,000 to 500,000 tons. President Ayub also announced that decision had been made to **extend runway** at Rawalpindi's Chaklala **Airport** to accommodate jet aircraft. Contact: U.S. Embassy, Karachi, Pakistan.

Government of Pakistan has made available $33.6 million for building of **jetties** at East Pakistan port of Khulna. Minister of Communications stated that site of permanent wharves at Khulna is still under consideration, as is site of proposed 3rd port which might be established at Barisal. Contact: Ministry of Communications, Karachi, Pakistan.

New Books and Reports

***Overseas Business Reports*. U.S. Dept. of Commerce. Washington, 1963 and 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Market Factors in Iran. OBR 63-152. 8pp. Describes the scope and nature of the market, Government influences, business competition, and analyzes the market for selected commodities and services.

Basic Data on the Economy of Costa Rica. OBR 63-158. 17pp. Contains information on the structure of Costa Rica's economy, finance, foreign trade, economic development, transportation, communications and the weights and measures used in trade.

Basic Data on the Economy of the Sudan. OBR 63-166. 15 pp. Contains the same type of information as OBR 63-158, above.

Basic Data on the Economy of the Republic of Panama. OBR 64-5. 15pp. Contains the same type of information as OBR 63-158, above.

Basic Data on the Economy of Indonesia. OBR 64-6. Contains the same type of information as OBR 63-158, above.

Establishing a Business in Ghana. OBR 64-12. 7pp. Discusses Government policy on private foreign investment; the entry, remittance and repatriation of capital; trade factors; types of business organization; patents, copyrights and trademarks; laws and regulations affecting employment; taxes and miscellaneous overhead costs affecting business.

Basic Data on the Economy of Belgium. OBR 64-15. 18pp. Contains the same type of information as OBR 63-158, above.

Basic Data on the British Leeward Islands. OBR 64-16. 8pp. Contains the same type of information as OBR 63-158, above.

Basic Data on the Economy of the Republic of Mali. OBR 64-17. 7pp. Contains the same type of information as OBR 63-158, above.

Basic Data on the Economy of Finland. OBR 64-19. 15pp. Contains the same type of information as OBR 63-158, above.

Basic Data on the Economy of Greece. OBR 64-20. 14pp. Contains the same type of information as OBR 63-158, above.

Foreign Trade Regulations of Honduras. OBR 64-21. 8pp. Describes the Honduran trade policy, import tariff system, sales and other internal taxes, documentation and fees, labelling and marking requirements, special customs provisions, nontariff import controls, export controls, and U.S. controls affecting trade with Honduras.

Foreign Trade Regulations of Chile. OBR 64-23. 8pp. Contains the same type of information as OBR 64-21, above.

Foreign Trade Regulations of Belgium-Luxembourg. OBR 64-26. 11pp. Contains the same type of information as OBR 64-21, above.

Foreign Trade Regulations of Ecuador. OBR 64-28. 8pp. Contains the same type of information as OBR 64-21, above.

Foreign Trade Regulations of Israel. OBR 64-30. 6pp. Contains the same type of information as OBR 64-21, above.

Foreign Trade Regulations of the Netherlands. OBR 64-31. 7pp. Contains the same type of information as OBR 64-21, above.

Market Factors in Lebanon. OBR 64-32. 8pp. Contains the same type of information as OBR 63-152, above.

World Trade With Cuba, 1961-62. OBR 64-41. 4pp. Six tables present the Cuban trade performance over a 2-year period.

Colombian translations

Yearly subscriptions to Legal Bulletin, a monthly publication translating into English the most important new laws, decrees, resolutions and regulations affecting business in Colombia, can be ordered for $80 from Mauricio Posada and Associates, Apartado Aereo 12311, Bogota, Colombia.

***Basic Guide to Exporting*. (Articles.) Industrial Marketing, 740 Rush St., Chicago, Ill. 60611. 16p. reprint of three articles, $1.**

Examines some problems in exporting encountered by manufacturers, and suggests solutions. Presents case example of increased sales through exporting. Includes a step-by-step guide to aid newcomers in exporting, which covers such subjects as legal requirements, techniques for evaluating markets, financing, and selection of sales and service force.

***Television Factbook*. Published by Television Digest, Inc. Washington, 1964. 1,220pp. $19.50.**

The Factbook contains a Directory of Foreign Television Stations, as well as listings and coverage maps for each U.S. and Canadian station, detailed data on community antenna systems, listings of network personnel and affiliates, FCC personnel, program sources, equipment manufacturers, and station financial data. Television sets abroad outnumbered those in the U.S. for the first time last year, and television service was introduced to 14 more countries.

Copies of the Factbook can be ordered from Television Digest, 2025 Eye Street, NW., Suite 210, Washington, D.C. 20006.

***Costa Rica: A Handbook of Facts for Persons Considering Investments*. Published by Imprenta Nacional, San Jose, Costa Rica. Free**

Covers a broad range of material for potential investors and others contemplating trade with Costa Rica.

A limited number of copies are available to businesmen from Department of Commerce Field Offices, and from the American Republics Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

***Cargo Loss Prevention Recommendations*. Published by the International Union of Marine Insurance. New York, January 1964. 32pp. 30 cents.**

Suggestions on how shippers, consignees, ocean carriers, port and terminal operators, air terminal operators and marine underwriters can cut cargo losses.

Copies can be ordered from the American Institute of Marine Underwriters, 99 John Street, New York, N.Y. 10038.

***The World-Wide Directory*. Quarterly. Spring 1964. Hotel and Travel Index, 5850 Hollywood Blvd., Hollywood, Calif. 90028. 570pp. $6 per single issue.**

Directory of leading hotels, resorts, guest ranches and pensions throughout the world. Contains current information about transportation, sightseeing, tours, cruises, and excursions to and through most of the important cities in the world.

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Calendar *for international traders*

11—Detroit Economic Club luncheon, **Detroit, Mich.** Speaker: Luther H. Hodges, Secretary of Commerce.

11-14—19th Mississippi Valley World Trade Conference, Roosevelt Hotel, **New Orleans, La.** Speaker: Franklin D. Roosevelt, Jr., Under Secretary of Commerce. Sponsors: Louisiana-Mississippi Regional Export Expansion Council; New Orleans Field Office, Department of Commerce.

12—Export Expansion Conference, **Tacoma, Wash.** Sponsors: Chamber of Commerce, Washington REEC, Seattle Field Office, Department of Commerce. Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

12—Exporters Roundtable, North American Aviation, **El Segundo, Calif.** Sponsors: Los Angeles Field Office, REEC.

12—Automotive Export Club of Chicago, Builders Bldg., **Chicago, Ill.**

12—Monthly luncheon meeting, International Executives Assn., Hotel Statler Hilton, **New York, N.Y.** Speaker: K.N. Wahal, Consul (Commercial) of India.

12—Opening session, week-long observance of World Trade Week, Chip and Plank Room, **St. Louis, Mo.** Sponsors: Federal Business Association of Greater St. Louis, REEC. Speaker: NEEC Representative, M.R. Chambers of International Shoe Co.

12—"Show You" in office workshop for new exporters, Field Office, **St. Louis, Mo.** Sponsors: St. Louis REEC, World Trade Club, Chamber of Commerce.

13—2nd Annual Export Executive Work Conference, University of Missouri, **Kansas City, Mo.** Sponsors: University of Missouri; World Trade Club, Kansas City Chamber of Commerce, REEC, Department of Commerce Field Office at Kansas City. Speaker: Robert Patterson, Business Services Division, Export-Import Bank of Washington.

13—Public Relations Society of America, monthly luncheon, **New York, N.Y.** Speaker: Dean Smith, Director, Office of Publications and Information, DIB.

13—Minnesota World Trade Association, monthly dinner meeting, Pick-Nicollet Hotel, **Minneapolis, Minn.** Speaker: Neil C. Hurley, Jr., Chairman, National Export Expansion Council.

14—International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.**

14—Export Expansion Workshop, Arizona State University, **Tempe, Ariz.** Sponsors: Arizona REEC, Arizona State University, Department of Commerce Field Office at Phoenix. Speaker: Robert F. Dwyer, Sr., National Export Expansion Council.

14—In-office Export Expansion Meeting Field Office, **Chicago, Ill.** Sponsors: Department of Commerce, REEC.

14—Export Expansion Workshop, Reich Motor Hotel, **Gadsden, Ala.** Sponsors: Gadsden & Etowah County Chamber of Commerce, Anniston Chamber of Commerce, Alabama REEC, Department of Commerce.

16—One-Day Export Expansion Conference, Science Hall Auditorium, Orange State College, **Fullerton, Calif.** Sponsors: Orange County Associated Chambers of Commerce, Los Angeles Field Office, REEC.

18—American Management Association Conference on Industrial Development of Greece, Astor Hotel, **New York, N.Y.**

18-23—5th International ISA Pulp & Paper Instrumentation Symposium. Bayshore Inn, **Vancouver, B.C., Canada.** Sponsor: Instrument Society of America.

19—Maine World Trade Conference, **Portland, Me.** Sponsors: Maine Port Authority, Chambers of Commerce, Department of Commerce.

19—Memphis World Trade Club, monthly meeting, **Memphis, Tenn.**

19—Technical Data Export Conference 2-5 p.m., East Ohio Gas Company Community Room, **Cleveland, Ohio.** Speaker: Rauer H. Meyer, Bureau of International Commerce. Sponsor: Cleveland Field Office, Department of Commerce.

19—3rd annual Foreign Trade Seminar, Country House, **Syracuse, N.Y.** Sponsors: Foreign Trade Club of Syracuse, Chamber of Commerce, New York Field Office, Department of Commerce, New York REEC.

20—Foreign trade credit group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

20—2nd Annual Export Executive Work Conference, University of Missouri, **Kansas City, Mo.** Sponsors: University of Missouri, World Trade Club, Kansas City Chamber of Commerce, REEC, Department of Commerce Field Office at Kansas City. Speaker: Paul E. Pauly, Deputy Director, Office of International Trade Promotion, BIC.

20—World Trade Week Conference, **Oklahoma City, Okla.** Sponsors: Oklahoma City Chamber of Commerce, North Texas-Oklahoma REEC, Department of Commerce Field Office at Dallas. Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

20—Sales and Marketing Executives Club, International, 3-day meeting, Palmer House, **Chicago, Ill.** Speaker: Luther H. Hodges, Secretary of Commerce.

20—15th Cleveland Export Expansion Conference, Cleveland Field Office, Department of Commerce, Federal Reserve Bank Bldg., **Cleveland, Ohio.**

20—American Management Association Seminar, Astor Hotel, **New York, N.Y.** Speaker: Jack N. Behrman, Asst. Secretary for Domestic and International Business.

20—"First Step" Export Workshop, Memphis Field Office, **Memphis, Tenn.** Sponsors, REEC, Memphis Field Office.

20—Workshop on International Finance, 9 a.m. World Trade Week Luncheon, 12:30 p.m., Robert Meyer Hotel, **Jacksonville, Fla.** Speaker: Andrew B. Wardlaw, Bureau of International Commerce. Sponsors: Jacksonville Area Chamber of Commerce; Duval County Board of Public Instruction; Field Office, Department of Commerce.

20—Export Industry Day, luncheon, Robert Treat Hotel, **Newark, N.J.** Sponsors: World Trade Association of Newark, Association of Commerce and Industry.

21—World Trade Dinner, 6:30 p.m., Hotel Schroeder, **Milwaukee, Wis.** Speaker: General Lauris Norstad. Sponsor: Milwaukee Association of Commerce, World Trade Club.

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